

**August 1, 2005**

ISSN 1741-8291 Vol 3 No 6

NEWS ANALYSIS: CONTRACT UPDATE | EZE CASTLE PROVIDES HEDGE FUND WITH MULTIPLE SERVICES

### **Traxis benefits from long-term ECI relationship**

NEW YORK – Traxis Partners, a \$2 billion global macro hedge fund in New York, is benefiting from an ongoing strategic relationship with buy side and hedge fund IT outsourcing provider Eze Castle Integration (ECI) for a range of networking, connectivity and business continuity services.

According to Pat DeGraca, Traxis' chief financial officer, the fund signed with ECI shortly after its inception in early 2003 through a referral from Morgan Stanley's prime brokerage unit. ECI initially built Traxis's IT and telecommunications infrastructure, and eventually set up an email and instant messaging (IM) storage system for the fund.

"ECI provided us with Microsoft, Dell and Cisco environments which were cost effective, and also worked with our building to set up our telecommunications systems," DeGraca says. "They evaluated standard desktops based on the needs of each of our individuals – traders required more powerful dual processors, for instance – and then came up with a series of Dell desktops for various functions." In addition, DeGraca reports that ECI also set up an email and IM compliance system at Traxis with Safecore and Illumen. "As of March of this year we're tracking and archiving every Bloomberg IM and email," DeGraca says.

Traxis did start up with some staff focused on technology, DeGraca explains, but their expertise lay more in application development; the fund had no desire to build in-house IT support resources.

"We had a quant team that started out on the technology side at Morgan Stanley, but that wasn't their core function," he says. "They're more in the application development space than networking, architecture or hardware. But I don't think there was ever a plan to bring on a technical resource or a CTO up front." According to DeGraca, ECI's upcoming projects for Traxis include evaluating the fund's IT architecture to see if a scale-up is needed.

*Stewart Eisenhart*