



Case Study: Toogood Financial Systems Inc.

Background

Founded in 1997, Toogood Financial Systems Inc. is a provider of technology and consulting services to the international investment management community. As a leader in integrated portfolio accounting, modeling, trading, compliance, reporting and billing software, Toogood offers a comprehensive solution that supports institutional as well as private wealth management businesses.

The Challenge

Toogood Financial Systems has positioned themselves as one of the premier providers of portfolio management solutions and has maintained an annual compounded growth of 30% over the last three years. Delivering a highly available and secure IT infrastructure is critical in the financial industry, so finding a service provider who is CICA compliant along with other industry standards such as Payment Card Industry (PCI) was paramount.

In addition, as the needs of Toogood's business continue to change, having an environment that would scale with their growth was essential. Toogood realized very early in their growth that by outsourcing, they could leverage existing infrastructure and compliancy investments of a managed services provider.

Finally, having the capability of a secondary fail over environment, in multiple geographic locations across the country was an important aspect of supporting Toogood's sophisticated client roster.

The Approach

Toogood scoured the marketplace for almost 10 months to find a hosting services provider who was CICA approved and PCI compliant and completely secure. "In our line of business, CICA 5970 is not a nice to have, it is a must. In my opinion it is one of Fusepoint's greatest strengths and makes them stand out among other providers" said Raymond Oh, President and Chief Operating Officer of Toogood Financial Systems. In addition Toogood wanted to ensure a fully scalable and reliable environment and enough bandwidth and power to support their future needs.

The Results

"We expect to see over 30% ROI down the road which is significant for a company of our size" said Mr. Oh. "We have included Fusepoint as part of our business plan and look to them as long term strategic partners who can align themselves with us as we grow our business and continue to support our marquee clients."

To find out more, please visit our Web site at:
www.fusepoint.com or call 1.877.387.3764