

SOLUTION

WAVELENGTHS
GLOBAL REACH

CLIENT



INDUSTRY

FINANCIAL SERVICES

An Innovative Global Infrastructure for Trading Services

Pico and Zayo Partner to Build Next Generation Global Backbone Network for Trading Services

ACCELERATING TOMORROW'S GLOBAL CAPITAL MARKETS

A 'pico' is an absurdly small unit of time – one trillionth of a second to be precise. For global investment banks, hedge funds, broker-dealers, and financial exchanges, time is its own currency. Like its namesake, Pico is in the business of speed and their business is predicated on applying the most sophisticated set of technologies to help their customers successfully execute on trading strategies around the world. To fully realize this objective, Pico tapped Zayo to build their next generation global network backbone to demonstrate to their existing and future customers that network infrastructure is more than ones and zeros – it's dollars and sense.

For our customers, latency and reliability are two sides of the same coin so it's imperative that one does not come at the expense of the other. Zayo boasts one of the world's most extensive and sophisticated global networks built on thousands of miles of owned fiber that connect to where our customers already do business.

ROLAND HAMANN
MANAGING DIRECTOR
EMEA, PICO

Global Connectivity

Pico's financial customers trade on venues across every time zone and the difference of just a few microseconds in the information can mean the difference between millions of dollars. Pico required a predictable, ultra-low latency wavelength solution that spanned all of these regions without having to sacrifice reliability.

Regulatory Compliance

New financial industry regulations such as MiFID II require greater transparency on trading prices and most critically, the synchronization and precise time-stamping of those trades. To differentiate themselves in the market, Pico's global backbone would need to accommodate, and even cater to, an evolving regulatory environment.

Business Continuity

Perhaps most critically of all, Pico's new global ring would need to guarantee to their customers that no matter the circumstance, the network would be fully fault tolerant and could automatically failover to a highly reliable, secondary global network to ensure 24X7 availability.

EXECUTIVE SUMMARY

In 2016, Pico and Zayo embarked on an ambitious infrastructure initiative: a dual-ring, ultra-low latency, fault-tolerant global network capable of securely transporting time sensitive market and order execution data between global capital markets, venues and their customers in real-time. To gain an edge in the fiercely competitive low latency trading infrastructure market, Pico required a best-in-class network infrastructure that was not only capable of high fidelity transmission of financial data across major markets around the globe, but could also assure total route diversity in the event of a catastrophe – an especially critical requirement with a financial center like Tokyo situated at the heart of the disaster prone 'Ring of Fire.'

- Two custom built, geographically diverse global wavelength ring networks connecting key financial markets in New York, Chicago, London, and Tokyo
- The "Primary Ring" provides Pico with a best-in-market, ultra-low latency solution while a "Secondary Ring" ensures service availability with 'next-best' available latency that maintains 100% physical diversity from the Primary Ring
- The Global Reach group at Zayo negotiated governing terms and SLAs with multiple best-in-class vendor partner networks to meet Pico's connectivity and network diversity requirements

“The word ‘strategic’ is thrown around a lot these days but Zayo has proven to be a strategic partner in the truest sense of the word. Zayo’s strength and reputation in the telecommunications market helped secure better pricing, stronger service, and most important of all, got us to market faster than we could have on our own. Our Pico operated global backbone is foundational to our business and we are proud to call Zayo our partner of choice for connectivity.”

ROLAND HAMANN
MANAGING DIRECTOR
EMEA, PICO

A GLOBAL FOOTPRINT SUPPORTED BY REGIONAL EXPERTS

For two years, multiple Zayo teams collaborated closely with the key technology and business stakeholders at Pico to define the requirements for the dual ring global backbone, negotiated contracts with vendors, and established an aggressive project launch plan that would help Pico bring their industry-leading global rings to market even faster than initially scoped.

Wavelengths: With nearly 11,000 miles of geographically diverse high capacity fiber – including fully diverse subsea, terrestrial systems, and cable landing stations – connected to almost 1,200 data centers, Zayo was well positioned to meet the challenge of Pico’s advanced global connectivity demands.

Global Reach: Zayo’s dedicated Global Reach team provided a critical role in sourcing best-in-class vendors to complete the dual global rings, negotiating favorable governance terms and SLAs, and unified the integration so that the two completed rings could be holistically managed by a single entity. Most valued of all however was the Global Reach team’s expertise across a variety of regional markets, enabling Zayo to objectively evaluate the available options and deliver an optimized dual ring solution that met Pico’s stringent carrier latency and route diversity requirements.

THE SUN NEVER SETS ON THE PICO NETWORK

The financial markets have an unquenchable thirst for information – be it raw market data, historical reports, industry forecasts -- the ability to quickly capture data and transform it into actionable intelligence is the ultimate driver of success in today’s global marketplace. Through its partnership with Zayo, Pico is building what promises to be the fastest, most reliable network backbone tailor made for capital markets, capable of securely sending an increasing volume of market and order execution data around the globe within the blink of an eye. With this unique combination of speed, reliability, performance and backed by Pico’s 24x7 follow-the-sun Operations team, Pico’s customers will be well positioned to deliver the next wave of innovation to the global financial market.

FOR MORE ON ZAYO'S ULTRA LOW LATENCY SOLUTIONS

VISIT ZAYO.COM/SERVICES/SPREAD-NETWORKS

For more on Pico visit www.picotrading.com