

Real-Time Collaboration

KnowNow, Whentech and Accius deliver up-to-the-second data to traders on the exchange floor

“Traders used to have to wait 20-40 minutes for positions updates, now they have access to real-time data and can formulate complex options strategies on the fly.”

— Doug Moore
President of Accius

KnowNow

Industry: *Options and Futures Trading*

Challenge: *Traders were using paper-based histories to help them make decisions on the trading floor. Trade histories were outdated and traders had no way to use the data to collaborate with each other, brokers, or the market makers who depend on them to mitigate risk and determine the best pricing options. Additionally, completed trades were tracked on paper slips, collected by a clerk and delivered for data entry.*

Solution: *KnowNow, Accius and Whentech teamed to deliver a solution that converts real-time NYMEX market data and delivers it instantly over a Wi-fi network to traders' tablet PCs. Traders share this real-time data seamlessly with other traders, brokers and market makers. Additionally, new trade data is printed out directly in the NYMEX data entry room, eliminating the need for a clerk to gather, double check and deliver trades on individual pieces of paper for data entry.*

Benefits: *Traders now collaborate using real-time option pricing, profit and loss, risk management, and trade booking data. They are able to make faster and more accurate trades, minimize risk and ensure accurate trading positions. Collaboration with brokers, other traders and market makers helps traders provide significantly better customer service.*

The Challenge

With millions of dollars trading per minute in complex options strategies and commodities positions, traders make decisions in split seconds and put positions at significant risk. The paper-based system that traders were dependent on for options pricing and risk management provided no real-time data view and no easy method for sharing data as trades were made and markets fluctuated. Traders received a printout of trade histories at the beginning of each day and periodically throughout the day. It took 20-40 minutes for positions to be updated and a new report to be delivered. By the time updated market data was received, it was already outdated.

A solution was needed that would automate the delivery of real-time data directly to the trading floor, enable traders to use data collaboratively, and automate the delivery of new trade data to the NYMEX system. The solution had to work over an existing HTTP infrastructure, through multiple firewalls. It also had to deliver data to handheld devices via a Wi-fi network. Budget and time constraints also dictated that the solution be rapidly deployable and easy to maintain. KnowNow, Accius and the Whentech PitTrader application proved to be a perfect fit.

The Solution

KnowNow teamed with Accius and Whentech on a Tablet PC-based real-time solution that delivers up-to-the-minute data to traders on the exchange floor and automates the delivery of their trade data for entry into the NYMEX systems. The new system enables faster and more accurate trades, minimizes risk and ensures accurate trading positions. It provides real-time option pricing, profit and loss, risk management, and trade bookkeeping functionality over a Wi-fi wireless network to traders' Tablet PCs.

Accius integrated KnowNow LiveServer with Whentech's PitTrader application to create a real-time data delivery mechanism easily available to NYMEX traders on the exchange floor. Real-time market data comes from the NYMEX feed over a leased line. A sophisticated Accius-built translator converts that real-time data into Financial Instrument XML (FIXML) format. The FIXML data is translated by Whentech's PitTrader application into multiple formats so market makers, traders, brokers and others can all view the same real-time data in whatever format makes the most sense for them.

KnowNow LiveServer provides the platform for quickly and cost-effectively integrating real-time data with PitTrader. Translated data is published by the KnowNow LiveServer, which routes events to individual traders' PitTrader applications running on a Tablet PC. KnowNow also lets traders publish data over the Wi-fi network, through firewalls to other traders, brokers and market makers.*(continued)*

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“The benefits of the solution are immediately tangible. It allows traders, for the first time, to do sophisticated risk management and pricing in real time on the trading floor.”

— Dave Wender, President,
CEO Whentech

KnowNow

LiveServer's powerful yet simple architecture enabled rapid deployment and eliminated the high costs normally associated with application integration. Its publish-subscribe functionality enabled Accius and Whentech to provide NYMEX a significant time-to-market advantage over other vendors of financial and trading applications with no compromise in performance or usability.

The integration of the KnowNow LiveServer eliminates the need for the PitTrader application to continuously process back-end database requests, accelerating processing time and resulting in performance that matches that of the floor's main trading board. With data from the KnowNow LiveServer, PitTrader lets traders augment trading histories with real-time market information to evaluate possible options positions and outcomes, accelerating decision-making and reducing trading risk.

Working Together to Deliver Real-time Information Solutions

KnowNow works closely with its partners to deliver Internet publish-subscribe solutions to a wide range of industries. KnowNow's easy-to-implement solutions work with existing back-end corporate systems and end-user applications so they typically deliver a return on investment in days, rather than months or years. KnowNow and its partners offer clients a richer, more reliable, and cost-effective alternative to expensive, resource-draining customized system integration projects.

About KnowNow

Headquartered in Sunnyvale, KnowNow is a leading provider of Internet-based publish-subscribe solutions that connect people, applications, and services in real-time. KnowNow

solutions enable businesses to become event-driven, leveraging the power of real-time information while reducing latency and operating costs. KnowNow's Publish-Subscribe technology improves the visibility and consistency of critical business information by publishing updates instantly over the Internet to databases and users. KnowNow's support for standard user interfaces such as browsers and spreadsheets provides the power of Publish-Subscribe to all users without disruption and expensive training.

About Accius

Accius Systems Corp was founded in 1997 on the belief that good people, good design and good process are necessary to deliver large complicated Information Technology projects on budget and on time with a satisfied customer. Accius specializes in large-scale, Internet facing, database driven software application architectures and the processes that are required to support the large teams that embark on such projects.

About Whentech

WhenTech, LLC offers tools to help any Options / Futures business become successful. Their flagship product, PitTrader, is an advanced options pricing and risk-management system. It combines ease of use with powerful features that allow market-makers to make faster and more accurate markets, generate up to the second risk reports, reduce overhead practically eliminates data-entry errors so your position is more likely to be accurate even in the busiest markets.

