

High-Performance Virtualisation, Zero Overhead: A Financial Services Success Story



Headquartered in London with a prominent presence across major global financial hubs, the client is a leading European alternative asset management company. Founded in 2005 and listed on Euronext Amsterdam, the firm manages a diverse, highly regulated portfolio across multiple asset classes — including bank loans, real estate, equities, credit, and private equity.

Operating within the stringent regulatory frameworks of the UK and European financial markets, the firm relies on absolute infrastructure uptime, ironclad data control, and operational agility.



VMstore T7000 series

The Challenge

Managing the Technology Platform for a Financial Services Client Base

Asset management firms rely on robust, reliable technology platforms to host the software services that underpin portfolio management and investment performance.

The firm's technology platform provides virtual desktop environments, applications, connectivity, software development environments, bespoke tools and the latest AI technologies to its client base.

"We've always aimed to keep our technology environment as modern as possible, investing considerable resources into maintaining its performance and ensuring it remains relevant for our clients," said a senior member of the UK-based technology team.

"However, bringing in new technologies also means phasing out older products – a process that's rarely straightforward. When it came to our storage platform, the challenge of moving away from legacy systems initially drove us to evaluate Tintri, especially given its ease of use."

The firm's existing platform was no longer delivering the performance required for a high-demand, virtualised environment in the fast-evolving financial services industry. It was also expensive to maintain, and its product roadmap did not align with the firm's strategic direction. This prompted a search for alternatives.

The Solution

Tintri VMstore Integrates Seamlessly with Existing Systems, Bypassing Vendor Lock-in

Tintri VMstore proved to be the perfect fit for the firm's requirements.

The seamless integration between Tintri VMstore and VMware was critical for the virtual desktop and server environments that power its technology platform. Ease of management was also a key factor, helping to save both time and cost.

"Our previous storage infrastructure demanded a lot of hands-on management – from performance analysis and capacity expansion to tuning for specific applications such as databases, file servers, email systems and our bespoke software. Tintri made this so much easier."

When evaluating alternatives, the team found that several storage vendors required a tight coupling of compute

"Once you've seen what Tintri can do – how well it performs, how consistent and reliable it is – it changes your view of what a storage system should be. Tintri remains the most impressive part of our technology platform."

Senior member of the customer technology team

Challenges

Needed a high-performance, virtualised technology environment for financial services workloads.

Required efficient deployment of desktop environments, connectivity, bespoke applications and AI tools.

Legacy storage system was costly, complex to manage and lacked performance.

Solution

Implemented Tintri VMstore for superior virtualised application performance.

VMstore offers seamless VMware integration alongside core hypervisor agnosticism, future-proofing infrastructure to support any virtualization needed now and in the future.

Reduced maintenance overheads.

Built-in VM-level snapshots and VDI support.

Results

Immediate application performance improvements.

Significantly reduced maintenance requirements.

Decoupled storage and compute infrastructure.

Simplified data recovery with integrated snapshots.

and storage, which would have necessitated a complete overhaul of their server architecture – something they wanted to avoid.

Tintri stood out as a unique solution, providing the flexibility to integrate easily with existing systems and avoiding vendor lock-in.

Native NFS support also made network integration simpler and helped the firm move away from legacy protocols still in use elsewhere.

For clients developing their own applications, fast snapshotting was a crucial capability for testing and rollback. Since Tintri's storage platform includes fast snapshots natively, the firm was able to offer this functionality directly, without investing in additional technologies.

"Snapshotting is built in, which means we no longer need third-party tools for data recovery or rollback. Everything we need comes as standard, saving both time and investment," the spokesperson explained.

With built-in support for virtual desktop infrastructure (VDI), Tintri also enables clients to run multiple workloads within the same environment, significantly reducing setup time and cost.

"Performance was the primary reason for upgrading our storage platform. With Tintri, we no longer face the limitations we previously had. Before, we spent a lot of time fine-tuning the infrastructure to improve performance – something we no longer need to do."

The Results

Faster Performance, Easier Management and Reliable Recovery

Following deployment of Tintri VMstore, applications running on the firm's virtualised platform experienced a dramatic boost in performance.

"Tintri is like a sponge – it absorbs whatever load is thrown at it without breaking a sweat. Simply changing the underlying storage immediately resulted in significant application performance gains," noted the spokesperson.

The key objective was to maximise client value without overburdening internal resources with infrastructure management. With Tintri's reliable architecture, the technology team could focus on developing bespoke applications and improving services, rather than troubleshooting storage issues.

Case Study

“We’re a relatively small technology team, without a dedicated storage administrator. Tintri VMstore allows us to upgrade and optimise performance with minimal management effort — it practically looks after itself. By contrast, many other solutions require deep, specialist knowledge to achieve similar results.”

Tintri’s consistent operating system and functionality across hardware generations was another significant advantage, providing a plug-and-play experience without the need for re-training.

While many organisations have embraced cloud-only strategies, the firm chose to retain control of its key applications. Tintri’s hypervisor-agnostic design also ensures future flexibility for all workloads, making it easy to adopt new technologies such as Kubernetes when required.

“Over the last few years, many companies have begun moving workloads back in-house after realising that cloud platforms aren’t always the most agile or cost-effective solution. Tintri provides the perfect foundation for that trend, and we’d recommend it to any organisation considering bringing applications back on-premises”, surmised the spokesperson.



Tintri