

# PASKEWITZ ASSET MANAGEMENT, LLC

Teneo gives Paskewitz Asset Management network reliability to continue R&D evolution and protect client investments by performing infrastructure diagnosis and problem resolution from anywhere in the world.



"Our overall experience of working with Teneo has been very good. Castle Rock SNMPc has given us a competitive advantage and it is important that we are seen as using technology positively and effectively."

*Aaron Eisman*  
Director of Technology

## Paskewitz Asset Management, LLC

Paskewitz Asset Management LLC (PAM) is a leading private quantitative investment management firm based in New Jersey, USA trading exclusively in S&P 500 futures with the objective of achieving consistent capital growth for its clients. Founded in 2002, the firm manages over 100 high net worth accounts and more than \$300 million in assets.

PAM is a leader in positive technology use in the field of investment management. Quantitative investment is based on the deployment of computer-generated investment decisions; in PAM's case, the process is 100% systematic, i.e. no human intervention is required to generate a trade. The firm implements a contrarian trading strategy that looks to buy into oversold markets and sell into overbought markets on a short-term basis.

Paskewitz Asset Management, top-ranked for "Best Managed Futures Program" by Attain Capital Management in 2010, developed a fully-systematic program that employs three separate models which forecast short and intermediate term tops and bottoms in the S&P 500 index and then simultaneously and automatically generates trades.

In addition, starting in May 2010, the firm launched a new diversified program which allows PAM to trade on thirty-five liquid futures markets across six sectors (stock indices, energy, metals, agriculture, fixed income, currency) and around the clock across the U.S., Continental Europe and Asia.

The firm is a relatively small business in terms of staff. The organization has seven full-time employees at its main site in Edison, New Jersey with a Disaster Recovery site in Connecticut. An additional team of 9 full-time "quants," who continue to evolve PAM's R&D and production infrastructure, is based in China. This team helped to program the infrastructure required for the recently launched Paskewitz Diversified Program, working with state-of-the-art tools to design and test algorithms.

Due to the quantitative nature of business, if PAM's network goes down, the business can no longer trade.

### The Challenge

To improve network reliability for R&D, increase resilience and ensure a high quality of service for clients

In March 2009, as business began to grow and further investment was channelled into product research and development for the Paskewitz Diversified Program, Aaron Eisman, Director of Technology, recognized that the organization had an increasing need to provide optimum uptime and reliability across the firm's network.

Aaron is responsible for quantitative developments and hardware procurement and has the primary responsibility of overseeing the IT organization, although the firm is largely comprised of technically-minded people.

## In Brief

### Industry

- ▶ Private Quantitative Investment Management

### Challenge

- ▶ Improve network reliability for R&D team
- ▶ Increase network resilience
- ▶ Ensure high quality of service for clients
- ▶ Proactively monitor network in real time

### Solution

- ▶ Implement Castle Rock SNMPc

### Benefits

- ▶ Increased network reliability
- ▶ Time savings
- ▶ Cost savings
- ▶ Network control has become a selling feature with clients that perform due diligence

PAM believes that its success depends on a robust infrastructure with maximum resilience and redundancy.

The network is made up of more than 15 servers, a mixture of virtual and physical machines with 5-10 Workstations and several switches and routers. Devices on the network are predominantly HP and Cisco with applications such as email and web hosted externally.

Due to its focus on client service, PAM's objective was to automate their operations, and so Aaron started looking for a solution that would allow him to monitor and manage the network in order to save time and proactively resolve problems.

Because Aaron is occasionally offsite, it was important to ensure high network availability remotely and to be able to monitor memory usage and receive alerts when there was a spike of activity on any particular machine. He could then notify CEO Bradford Paskewitz in advance and help the business remain productive by reducing downtime.

The firm's servers run 24x7, their main functions being to run PAM's proprietary production trading systems as well as to create different results as part of the firm's heavy research and development function.

However, Aaron was beginning to find that on weekends, the research servers would reach maximum levels of disk space and would require defragmentation before any further work could be carried out.

An effective network management system would monitor disk space and prioritise critical production machines, allowing Aaron to address the situation before capacity thresholds were reached.

## The Solution

### Implement Castle Rock SNMPc

Faced with an expanding business and a series of challenges related to network uptime, Aaron researched potential solutions using the web as his primary resource.

During Aaron's investigation he found the Castle Rock SNMPc product and was referred by Castle Rock to Teneo, their Master Distributor in the USA and EMEA and Global Partner of the Year.

Having never used an SNMP related solution, Aaron had also considered a combination of open source products, however he found that these had a steep learning curve, and lacked accompanying documentation and support.

He also looked at an HP monitoring tool, however this only accommodated the HP devices on the network and he was seeking a heterogeneous solution.

Teneo held an initial web meeting with Aaron to discuss his requirements and to demonstrate the capabilities of Castle Rock SNMPc.

Aaron began a free evaluation of Castle Rock SNMPc, and during the demonstration and evaluation periods, Teneo was instrumental in assisting Aaron to successfully install SNMPc on one server before implementing further.

As neither Castle Rock nor Teneo were brands that Aaron had previously known, he was leaning towards the HP option. However, on the basis of the set-up call and training he received from Teneo, Aaron selected SNMPc as the best solution for his requirements.

Aaron remembers that

**"What was really fantastic about working with Teneo was to be able to test-drive the product."**

With SNMPc, Aaron was able to set up alerts when machines reached 80% full disk capacity, which would give him enough time to proactively purchase additional disk space to satisfy business requirements.

This would become vital to the firm for the May 2010 launch of the new Paskewitz Diversified Trading Program as trading expanded.

## Benefits

Increased reliability, cost and time saving, focal part of the sales cycle

The main benefits the firm has seen from the implementation have been cost and time savings.

Aaron commented that SNMPc

**"Increases reliability so much that it's worth it for that alone."**

Prior to investing in Castle Rock, the firm would often experience chronic problems where their research systems would fail and they would lose an entire day of CPU time before bringing them back online. Using SNMPc has eliminated this problem entirely.

As a result, Aaron has been able to increase redundancy across the network by running parallel machines. The software has taught Aaron how to failover and when to failover.

Since implementing Castle Rock SNMPc, PAM has also made this a key feature of their sales cycle.

When potential clients visit the firm's offices as part of their due diligence process, Aaron is able to show them a demo of the SNMPc software running alongside Integrated Lights-Out from HP.

Using an iPhone, Aaron is able to demonstrate the text alert process to show he is able to perform infrastructure diagnosis and problem resolution from anywhere in the world, meaning the infrastructure remains available at optimum levels.

Aaron summarised,

**"Our overall experience of working with Teneo has been very good. Castle Rock SNMPc has given us a competitive advantage and it is important that we are seen as using technology positively and effectively."**

In conclusion, Castle Rock SNMPc has helped Paskewitz Asset Management in 3 main areas:

- ▶ Increased reliability – improved infrastructure and higher quality of service to clients
- ▶ Cost and time saving
- ▶ Focal point of the sales cycle as part of due diligence with prospective clients

## About Teneo

Teneo is an Infrastructure Optimization specialist with worldwide reach, focused on helping businesses to meet corporate and IT objectives through accelerating the performance of global network infrastructures, improving user productivity, automating management within the Data Center and lowering overall IT costs.

Teneo has over 1500 customers across 40 countries and offers a portfolio of services that includes Training, Installation, Maintenance and Performance Analysis Consultancy.

Teneo is the Master Distributor for Castle Rock SNMPc and is their current Global Partner of the Year.

www.teneo.net

## About Castle Rock SNMPc

Castle Rock Computing was the first company to deliver a Windows based SNMP management system. The flagship product, SNMPc, is a secure distributed network management system which delivers proactive real-time monitoring for your entire network infrastructure.

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