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**CLIVE POSSELET**  
Commercial Director,  
InstrumentiX

**instrumentix**  
the evolution of flow monitoring

### Why do you think you have been shortlisted in this year's list by the judges?

InstrumentiX was founded by trading technologists to deliver against a critical issue in the market, where to date flow monitoring systems have been too costly, complex and inflexible. xMetrics® our high-performance multi-asset class solution is the most powerful and flexible trading plant performance monitoring solution available and does not suffer from the limitations inherent in legacy performance monitoring systems. We believe that all firms should have full visibility across the entirety of their trading and market data businesses and our technology is having a transformational effect in bringing about the democratisation of this process.

### What does 2020 hold in store for the business?

We are very excited about the opportunities for InstrumentiX in 2020 and expect to continue accelerating our growth both in Europe and beyond, by helping our clients to achieve competitive edge by fully exploiting the rich data latent in their highly distributed Trading, Market Making and Market Data platforms. We have believed from the outset that the key to their success lies with the ability for them to have complete control over the vast amounts of data that flows across their platforms on a daily basis. To deliver this we will continue to invest in innovation, adding even greater functionality and make it even easier to integrate our next generation flow monitoring platform with their other key data sources and toolsets to drive their success.

### What do you see as the major trends for the year ahead?

We believe that the financial markets industry is still at the beginning of a secular transformation with technology as the enabler. Regulation has been the driver for much of this over the last few years, but now we are increasingly seeing clients wanting to exploit new technologies and access data that has been, until now, unavailable to them to really drive their business performance and customer success. It is clear that the relationship between infrastructure, application and network behaviour has a fundamental effect on business

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outcomes and the realisation of the shortcomings of legacy flow monitoring platforms and their "islands of data" mean that the market will continue to invest in innovative technology that delivers fully open data sets and complete interoperability.

### What really makes your company stand out in the FinTech market?

InstrumentiX is truly unique in the flow monitoring space, in that our xMetrics® platform is the only highly modular, completely open, distributable software solution and crucially, it is not delivered as an appliance-based solution. This

means that xMetrics® is hugely scalable and can be deployed into environments in a way that historically would have been too complex or expensive. To be clear, it is now possible to instrument global trading environments in real-time at a price point that is accessible to all. We are also able to integrate with and consume data from legacy solutions that do not provide the depth of insight now expected by the market, which means that in such cases clients can deploy a cut down version of the xMetrics® stack and use it to leverage their previous investment more effectively, whilst still

benefitting from the market-leading data analytics and visualisation that xMetrics® is able to provide. This includes our unique ability to transform data and create, and alert on, derived metrics not necessarily inherent in the raw data.

### With so many buzzwords in FinTech around disruption and innovation, how have you really stepped up to solve an industry problem?

Unusually for a flow monitoring firm, our management team is made up of market professionals from both the technology and trading arms of tier 1

banks and exchanges. There is no point in employing the best quants and trading minds only for their strategies to under-deliver due to a fundamental lack of clarity around the performance of the technology used to implement them. To date there has been no flexible, highly modular, cost-effective software-only solution that truly delivers the level of insight now required and allows access to the signals and actionable intelligence that drive enhanced business performance.

Previous attempts by firms to deliver flow monitoring were siloed, inflexible and appliance based, lacked the ability to fully correlate flows from end to end, were eye watering expensive and were difficult to integrate into a client's existing monitoring landscape. As automated trading has become the norm, investment firms, exchanges, execution venues and their outsourced technology providers need to fully understand the impact of any and all issues in terms of trading performance, business processes, regulation, operational risk and resilience and customer/investor impact.

xMetrics® solves this key problem with its fully open and modular nature, and moreover it can easily integrate with existing systems - one or more elements of the xMetrics® platform can be dropped into existing client infrastructures and can be run on commodity hardware (including the client's own servers) meaning that for the first time clients can extend their oversight to all areas of their infrastructure where previously it has not been financially viable to do so.