

Digital transformation enables 3X customer and revenue growth

Trintech, a financial software-as-a-service (SaaS) provider, utilizes data analytics and Microsoft SQL Server running on Dell EMC PowerEdge servers to support their aggressive growth strategy.



Customer profile

Financial SaaS | United States



“vSAN Ready Nodes running on Dell EMC PowerEdge servers... increased the number of IOPS that our applications were drawing by about 700%.”

Matt Bertram

VP of Technology,
Trintech

Business needs

Trintech is a rapidly growing financial SaaS provider with a need to quickly roll out data centers globally to support a growing customer base. The company was seeking a technology partner that could help them scale in the future, with a flexible foundation for modern technologies and workloads.

Business results

- 3X increase in the number of SaaS customers the company is able to support, for a 300% increase in revenue.
- 350% increase in work done by infrastructure and operations teams with the automation and operational efficiency provided with Dell EMC OpenManage Enterprise globally.
- 700% increase in IOPS leveraging Dell EMC vSAN Ready Nodes in an all-flash solution.
- Hours or days to deploy multiple data centers in new geographic regions instead of multiple months.

Solutions at a glance

- Dell EMC PowerEdge R740xd servers powered by Intel® Xeon® Processors
- Dell EMC PowerEdge R740xl servers powered by Intel® Xeon® Processors
- Dell EMC OpenManage Enterprise
- Integrated Dell™ Remote Access Controller 9 (iDRAC9)
- Dell EMC vSAN Ready Nodes
- VMware Cloud Foundation
- VMware Tanzu
- Microsoft SQL Server 2019 and 2017

Trintech is a global company providing specialized accounting software that supports monthly, quarterly, and annual closing for large multinational companies, including the majority of the Fortune 100. With a strategy that includes acquisitions and geographic expansion, Trintech quintupled the number of employees and tripled its customer base over a two and a half year period. This growth was enabled by an IT transformation effort the company undertook with Dell Technologies as its partner.

Trintech has also invested heavily in artificial intelligence (AI) and automation, integrating these with Microsoft SQL Server, enabling bots to perform routine functions for Trintech's accounting and financial services customers. According to Matt, "we knew that by continuing to grow, we would be able to leverage different Dell Technologies and VMware solutions that would provide us with generational leaps in terms of performance, availability, and overall resiliency within the global infrastructure."

An IT foundation built to support rapid growth

Trintech supports thousands of financial services customers worldwide, using Microsoft SQL Server for a range of customer-facing SaaS applications. Because of the company's aggressive growth strategy, Matt Bertram, VP of Technology at Trintech, knew the company needed a partner that could help him modernize IT to keep up with growing business demands.

The company's IT landscape needs to provide efficiency, flexibility and scalability along with ease of deployment and management so that the company could avoid growing pains as it set out to triple its user base and revenues. At the same time, Matt needed to help his team more easily comply with global data privacy regulations. Matt turned to Dell Technologies, partnering for a multi-year transformation initiative.

By migrating Trintech's SQL Server workloads to a fully-virtualized infrastructure running on Dell EMC PowerEdge servers, Trintech was able to recognize significant savings in terms of compute utilization and storage along with significant performance gains and an enhanced ability to meet business continuity and disaster recovery (BCDR) objectives across a complex global infrastructure.



"By deploying Dell EMC PowerEdge and Dell EMC OpenManage Enterprise at data centers globally, we saw a 350% increase in work done by infrastructure and operations teams, and we were able to deploy multiple data centers in new geographic regions within hours to weeks instead of multiple months."

Matt Bertram

VP of Technology,
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Virtualizing SQL Server yields multiple benefits

By virtualizing SQL Server workloads, Trintech was able to transition from Windows Server failover clusters to significantly more dense VMware clusters, saving the company approximately 300% on SQL Server licensing costs. Virtualization also increased the performance and availability of SQL Server workloads while making more efficient use of the underlying hardware.

According to Matt, “The full VMware stack gave us increased performance because we were able to leverage Dell EMC vSAN Ready Nodes running on Dell EMC PowerEdge servers by providing an all-flash solution. This increased the number of IOPS that our applications were drawing by about 700% over an 18-month period.”

A future-ready infrastructure

Matt and his team plan to continue upgrading their VMware Cloud Foundation environments, including deploying VMware vSphere 7 and leveraging VMware Tanzu for Linux and Windows containers. This will enable Trintech to run cloud-native workloads alongside their 1,500 existing virtual machines, further automating the company’s continuous integration/continuous delivery (CI/CD) processes and migrate their application stack to a future-focused Kubernetes platform. Matt anticipates that “By being able to leverage an infrastructure which supports both containers and virtual machines...we will be able to decrease the time to deploy new versions of our product from hours to seconds.”

Simplifying global operations

Dell EMC OpenManage Enterprise was a critical tool for enabling rapid global expansion. According to Matt, “By deploying Dell EMC OpenManage Enterprise at data centers globally, we saw a 350% increase in work done by infrastructure and operations teams, and we were able to deploy multiple data centers in new geographic regions within hours to weeks instead of multiple months.”

Matt concludes by saying, “our partnership with Dell Technologies, incorporating both Dell EMC PowerEdge and VMware Cloud Foundation helped Trintech grow revenue by 300%, triple the number of SaaS customers supported on this infrastructure and increased operational efficiencies by more than 350%.”



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