

Winners' Circle: HPR

HPR: Touching Trades at Warp Speed

HPR, initially known as Hyannis Port Research, won the best infrastructure provider to the sell side category at this year's Sell-Side Technology Awards. Victor Anderson speaks to HPR's co-founder and CEO, Anthony Amicangioli, about the organization's capital markets focus, how it differentiates itself by way of its various offerings, and what the market can expect from the firm in terms of new products and services over the coming year.

Q HPR has been around for a while now, although it is not especially well-known outside of its stronghold of the US. How would you describe HPR and what does it do?

Anthony Amicangioli, CEO, HPR: We're an elite technology provider. By that I mean we build systems that help our clients advance their infrastructures from the current, cobbled-together stacks to more grand, hyperscale, cloud-like infrastructures. We build anything and everything that touches trades. For example, we build pre-trade risk controls that protect the markets from bad trades; we build enterprise risk management systems for managing those trades globally and across organizations; and we also build things like FIX gateways.

Q Can you provide an overview of HPR's core products and what they do?

Amicangioli: We build cloud or cloud-like technology to solve our clients' most critical infrastructure challenges. Over the past eight years, we've developed a methodical approach to delivering products, so our offering now runs the gamut across the core technologies the industry requires. For example, our first product—Riskbot—is hardware-based, which allowed us to get the team centered around hardware and field-programmable gate array technology, etc. Then we built Softbot, which allowed us to hone our skills on high-performance computing software models. That's a very different market: higher functionality but at a lower price point. Then we developed Omnibot*, which is a network appliance akin to what Cisco, Juniper and the large cloud providers build. And then finally Unimus, which is a cloud infrastructure software package that allows firms to manage service-oriented arrays of systems across a global platform, which is how we are deployed today.

Q What is Unimus' business proposition to the capital markets, and typically which products does it compete with?

Amicangioli: When you net out providing an infrastructure-as-a-service framework—which is really what Unimus is—it yields the usual things one would expect with very high-performance systems, which is a topline need for our clients. These systems need to be very fast, but they also need to be very reliable.

So, something like fault tolerance naturally falls out of that sort of technology. Unimus is the framework on which all our servers and services are deployed. We now manage a vast, global footprint of servers trading in markets worldwide, although with traditional models you would have a highly distributed team with many skillsets to manage that. The way to think about Unimus is it takes a complex set of systems and wraps them into a single control point. That makes it feel as though you're really managing just one simple, autonomous system.



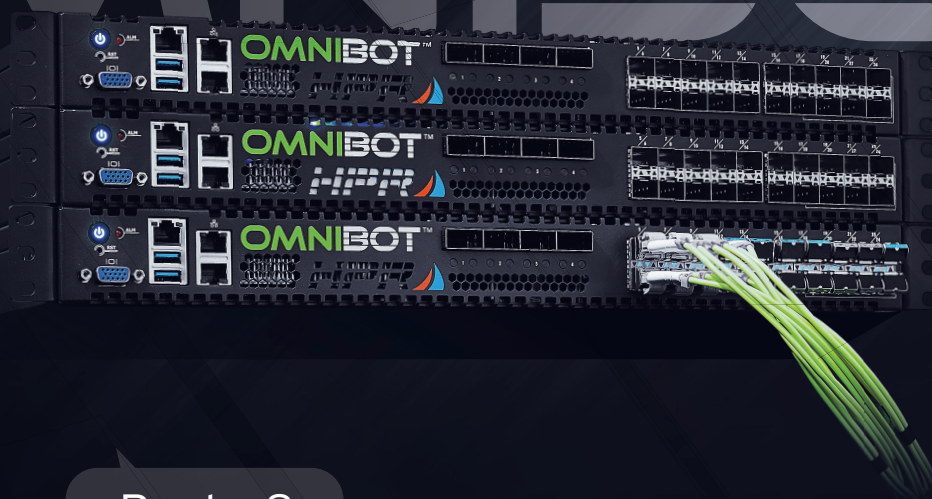
Anthony Amicangioli

Q What can the industry expect from HPR in terms of new products or services in the foreseeable future? What's on your workbench right now and what are your clients looking for?

Amicangioli: Expanding Unimus and the infrastructure-as-a-service framework is first and foremost on HPR's agenda. Currently, we're in the market access gateway space, but we're looking now at expanding that to include virtually any infrastructure that touches a trade, and one example of that is data. We already have a deployed client on our market data product—which we call Databot—and there will be more on that coming this year. If it doesn't fit traditional cloud providers' frameworks—in other words, if you can't export it to Google or Amazon—then HPR wants to be the provider to help clients move that technology to a scalable-service architecture. If you're worried about performance and latency, and again, anything that touches a trade, that is where we aim to be. [wt](#)

** Omnibot won the category for the best new infrastructure technology introduced over the last 12 months at last year's American Financial Technology Awards.*

OMNIBOT



Router?

Switch?

Trading Gateway?

Market Data?

Risk Management?

Data Center Fabric?

Yes.

HPR's revolutionary Omnibot® now combines all of HPR's leading applications for market access, risk management, data delivery and latency measurement into a single, high-performance, router switch (Layers 1, 2 & 3). Available in 36- and 48-port configurations, Omnibot® supports 10GbE and 25GbE to provide an unmatched level of power and performance.

To learn more about how we can help simplify your technology stack through our full suite of capital markets infrastructure solutions, contact us at 617-454-1055 or visit www.hyannisportresearch.com.