Big Data and AI in a Unified Platform

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Beacon: Our Vision

• Grew out of figuring out how to make desk-focused quant and developer teams productive in the long run
  • SecDB, Athena, Quartz – now Beacon
  • The platform gives them enterprise tech and lets them focus on business problems

• Broader than trading desks, though: lots of analytic developer functions face them same problems
  • Beacon aims to develop industry-specific versions of its platform to help them the same way we help quants in trading businesses today
Why Clients Buy Beacon

• Some clients hire us because they know we deliver exactly what they need
  • Ex-GS, -JPM, and –BAML mostly!

• Some clients hire us because they don’t have internal expertise on how to make those analytic developer teams productive
  • Sometimes also “how to build an analytic developer team” and “how to make them part of the business”

• Our edge is our experience with solving these problems at the largest banks, and technical strength
What Makes Beacon Different

• There’s no other full end-to-end platform on the market right now
  • Developer environment focused on collaboration
  • Controlled production environment integrated with the platform, with integrated workflow tools around releases
• Runs in the cloud, automated elastic infrastructure
• Framework to build, test, and deploy web applications for people who don’t know web applications
• Integrated enterprise tech tools (data warehouse, job scheduler, grid scheduler, pub/sub framework, etc)
• Suite of financial object models and analytics so our clients don’t have to reinvent the wheel yet again
Business Strategy

• Continue to sell Beacon to the finance world
  • Already in prod and profitable – growing organically

• Strip out finance-specific bits of Beacon to leave the core enterprise technology platform
  • Can sell that on its own in some cases – eg regional banks

• Build out other verticals, often with partners
  • Insurance analytics
  • Data science in finance
  • Data science in ad tech
  • Computational chemistry