

## TT gets Goldman on board in European contract extension

**Jim Kharouf**

**T**rading Technologies (TT) has extended its existing US software license agreement with Goldman Sachs to distribute TT's software to its European and Asian clients.

While Goldman and TT have worked together for several years in the US, the deal was considered a milestone for TT as the agreement has enabled Goldman's customers to trade futures globally

via TT's X-Trader platform from its London-based network.

The deal was part of the firm's ongoing effort to extend TT in Europe and Asia, Tim Geannopulos, TT executive vice president of global sales, explained to *FO Week*.

"We're going to work together globally and get our software to their customers – hedge funds and CTAs," Geannopulos said. "The second part is getting TT's software to their internal traders."

This marked the latest in a string of high profile deals for TT. The Chicago-based ISV signed technology deals with Bear Stearns in July, HSBC in June and ABN Amro in May. It also signed global licensing agreements last year with Deutsche Bank and Calyon Financial.

Geannopulos added that TT has been working to add more clients with a specific focus to push into Asia. With

offices in Sydney, Singapore, Tokyo and Hong Kong, TT said it believed it was in a position to secure some major firms in the region.

"We see a lot of hedge funds and banks looking to use our software," Geannopulos explained, adding, "We're also looking to add Asian exchanges to our screens."

A Goldman official had not been reached for comment by press time.