

From: Yuriy Shterk <yshterk@cqgexchangemail.com>
Sent: Sunday, September 20, 2009 8:17 PM
To: Molly Morrissey <molly@cqg.com>; Rod Giffen <rod56813866@cqgexchangemail.com>; Lori Fairbanks <lori@cqgexchangemail.com>; Paul Armer <parmer@cqgexchangemail.com>
Cc: 'Srijana Savignac' <SSavignac@cqg.com>; Salim Alarakha <salim@cqgexchangemail.com>
Subject: RE: ICEQAP Visit

Molly, please see below the product aspect answers:

From: Molly Morrissey [mailto:molly@cqg.com]
Sent: Thu 9/17/2009 6:24 AM
To: Rod Giffen; Lori Fairbanks; Yuriy Shterk; Paul Armer
Cc: 'Srijana Savignac'; Salim Alarakha
Subject: ICEQAP Visit

ICEQAP, AR36979
September 15/16
CEO: Eric Tripoli
11 traders on mostly Eurex/Liffe products, no spreaders
Possibility for API with Apama

Connectivity: Iceqap is looking for a fixed line setup with CQG Direct using CQGIC for analytics and trading.

Current setup:

- They have a 200MB line from Paris to Fortis London for TT over Atrium Network Infrastructure. They understand the line size is overkill, but they have invested up front for any increase in bandwidth requirements in future. They also have Colt and Computel fixed lines as backup.
- Internet availability in Paris office is 5MB. They will not use the internet for their trading, period. They are concerned because they trade big size (not defined), so they need redundancy included in our offer so that we can provide a failover solution.
- Salim recommended fixed 10MB line from London to Paris for data and gw. There is also the current Atrium Network infrastructure in place as mentioned above which we may be able to utilize as well between them and Fortis.

Trader wants: We sat with each trader to find out what they like/dislike about TT and what their requirements are to use CQG. High priorities are in red, which means that 6 or more traders said they absolutely need this.

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- Fixed ladder like TT--This is acceptable when using the responsive scale mode.

YS>> so, responsive is ok, we don't need to do anything here?

- Traders want bid dom moved over to the left of the prices. They don't like it underneath the ask volume. (I think they can get used to it though, and I showed them how to change colors so that the inside market is clearer, but every trader mentioned it and said they don't like it.)
- Queue placement number for working orders

YS>>Is this "where is my order in the queue" functionality?

- Color the open position price on the ladder, they don't want to be looking away from the prices to the top of the ladder in order to quickly see at what price their position is open.

YS>>We have it already.

- Position Quantity Matching: If a trader is Long 27 DSX and wants to manage getting out of it quickly (not liquidating), he wants a way, instead of typing 27, to quickly place an order to sell 27 at a certain level. They would like a button at the bottom of the ladder which updates the open position quantity for the given market. That way, they click it once and place their order to get out of the position quickly.

YS>>We have it already - if they click on position line we will change the size to the size of the position. Since they have to look at the position line in anyway (to know the size) clicking on it seemed more logical than adding another button.

- Ability to create own hotkeys for keyboard trading. They don't want to remove their hands from the mouse when doing keyboard trading so they don't like commands which use Ctrl + another character.

YS>>Yeah, this makes sense... In the US most people who liked the keyboard trading ended up buying the special keyboards where they can program the keys...

- Users want a click of the mouse roller ball to center all doms at once. They don't like Ctrl + Home. They don't want to remove themselves from the mouse..

YS>>I think double click on the tabs and double click on the price column in domtraders do that already. Give it a try.

- Set default option for all current and new doms when changing the color theme.
- Ability to view the last trade volume without having to view all traded vol.

YS>>Already done in 8x2.

- Ability to remove the following: red/green arrow on ladder which indicates last price trade up or down, Letters A/B indicating Ask and Bid for inside market.
- Better capabilities for customization of dom ladder colors. They don't want themes, they want everything to be customizable including the colors of the b/a dom, the prices on the ladder, the fonts, etc.

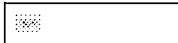
Next Steps:

- I will write up the above as suggestions in Genie, unless there is a different procedure when suggestions come from prospects, not customers.

YS>>All of these items were written up in the past. Just work through SST for the items I have not addressed above and they will point you to the appropriate records in Genie.

- We need to assign someone to come up with a cost proposal for CQGDirect and to get in contact with Eric regarding the specifics. We are thankful to Salim for getting on a call with us and Eric while we were there to answer some of his CQG Direct questions, but Salim is actually on vacation until the end of the month.

Thanks,



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