IBM Rational and the Financial Services Sector

Financial Services at a Glance

"IBM Products and Services are key to our business success and enable us to compete head-to-head with companies much larger than our own."

– Juan Mairata

IT operations manager

Banca March

In today's economic downturn, financial services institutions (FSIs) are forced to drive out cost and risk from the business while improving profitability and enhancing customer satisfaction. These goals become daunting to achieve in light of the fact that most FSIs have

- Rigid infrastructures

- Silos of core systems aligned by different LOBs

- Significant investments in aging applications and resource skills

- Ineffective software delivery processes

Tackling these goals via a systematic approach can result in smooth operations and client satisfaction which ultimately can impact the bottom line. It is recommended that FSIs invest in modernizing existing technologies, and optimize IT processes in a stepwise and methodical manner to minimize cost, risk, and potential project or operational failure.

Opportunities

Management:

- Established enterprise processes and governance to foster integration

- Reduced risk and cost of managing software development across multiple distributed teams

- A common platform for managing operational risk at lower cost and greater efficiency

- Use of best practices to reduce variability, cost, and productivity loss

Technical Teams:

- Modular architectures to allow for affordable interoperability and component reuse

- Flexible and robust systems designed to accommodate changing technology and requirements

- Integrated, open, modular and extensible solution that allows for a common work environment and promotes a strong partner community

Benefits

Business:

- Responding to compliance deadlines and audits with key engineering & design processes

- Visibility into early design decisions & impact on downstream supply chain issues relating to procurement, manufacturing, logistics, distribution & service

- Better cost estimation and value measurement

Management:

- Agile development environment to support new compliances

- Visibility into program & project performance—resources, schedule, cost

- Increasing product complexity—Continual upgrades to old products and advances in technology

- Improved control over distributed resources

Value Proposition

To help keep financial services organizations competitive and nimble in today's rapidly changing market, IBM Rational provides the essential frameworks to accelerate the delivery of financial applications and services, innovate new products, and optimize distribution channels, while ensuring compliance with increasingly number of regulations in the industry.

IBM Rational Financial Services offerings help:

- Reduce IT costs

- Reduce business/operational risk and ensure application security

- Grow profit through new differentiated, relationship-based products and services

Focus Areas for Rational in FSS

Managing Software Factory

An offering that helps companies improve global cross-team communication and collaboration throughout the software development and delivery lifecycle. Using a proven global software delivery platform, institutions can automate and govern global processes, workflow, and distributed parallel development. The result is a software development portfolio with global oversight that can be measured and improved.

Core Systems Renovation

An offering that shifts the activities of an IT department from maintaining systems to consolidating and transforming applications. By investing in the transformation of existing technologies and optimizing IT processes in a stepwise and methodical manner, financial institutions can improve their IT infrastructure. The result is minimized cost, risk, and potential project or operational failure.

Enterprise Architecture Management

 An offering that helps align business processes and IT systems to objectives and regulations, increase corporate agility and ensure regulatory compliance.

 The result is an integrated definition and model of the business processes, systems and technologies an institution can leverage to continue to be competitive in a highly dynamic business environment.

Web Application Security and Regulatory Compliance

An offering that helps institutions comply with industry standards and regulations and secure their web presence while decreasing the operational risk of web-based applications.

Short Term Development and Delivery Efficiency Realize savings in <120 days
Build and release maangement
Text automation
Agile project methodologies
Medium Term Operational Control Realize savings <9 months
Cost avoidance
Globally distributed develoopment
Longer Term Buisness Value Realize savings <18 months
Legacy application modernization
Effective asset management and reuse
Requirements management

Customers/References

- UniCredit

- Caixa Econômica Federal

- BayernLB

- Navy Federal Credit Union

- KfW Bankengruppe

- National Australia Bank

- Depository Trust and Clearing Corporation

- Ohio Casualty Group

- Banrisul

- Credit Suisse

- Banca March

Resources

Financial Services Solutions External Page

http://www.ibm.com/software/info/developer/solutions/financial/index.jsp

Banking Business Solutions External Page

http://www.ibm.com/software/info/developer/solutions/financial/banking/index.jsp

Insurance Business Solutions External Page

http://www.ibm.com/software/info/developer/solutions/financial/insurance/index.jsp

Make your customers aware…

Email your customer the Insurance Process Re-engineering e-Kit

http://www.ibm.com/software/info/sdp/fssinsurance/index.jsp

Email your customer the Core Banking e-Kit

http://www.ibm.com/software/info/sdp/fssbanking/index.jsp

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