



# **PARTNERING** FOR EXCELLENCE

COLLABORATE | INNOVATE | TRANSFORM

MISYS & HCL: A STRATEGIC **PARTNERSHIP**



# THE RIGHT PARTNERSHIP CAN MAKE YOU STRONGER

Convenience, speed, availability, experience and value additions – these are just some of the top needs of a customer today. Meeting them amidst a rapidly changing business environment is a priority and also a technical challenge. For financial services organizations, the situation is no different. They are leaning towards implementing best-of-breed platforms that offer significant standardization as well as the right set of configuration capabilities to adapt to changing customer and business requirements.

To help financial services organizations in their transformation, enterprise product companies are investing heavily in creating enterprise products and state-of-the-art platforms. They partner with the best practice-driven systems integrators (SI) to support clients in implementing and supporting the end products. Apart from understanding business needs, it is critical that these SIs are equipped with good knowledge of business drivers in Banking and Financial Services and have technically skilled staff. All these aspects play an integral role in implementing and integrating solutions and in driving complex transformation projects to completion.



## HCL & MISYS: A SHARED VISION

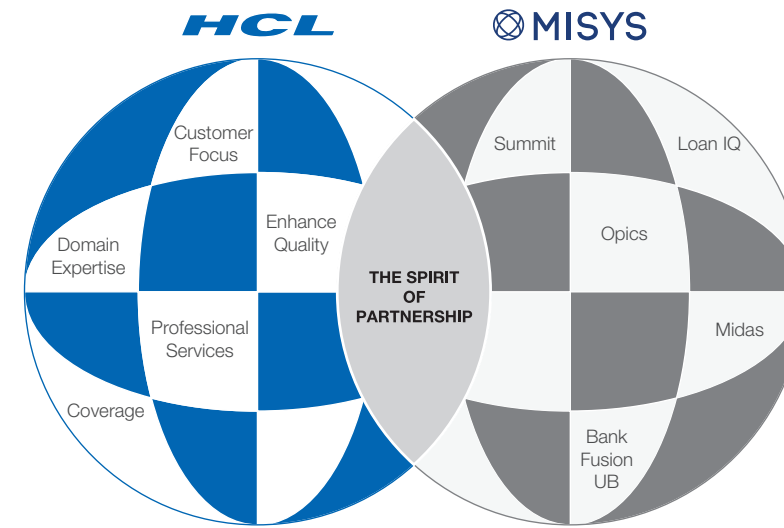
TO TAKE FINANCIAL SERVICES TO THE NEXT LEVEL

HCL is a global leader in enterprise IT consulting and services and Misys is at the forefront of the financial software industry, providing a broad portfolio of banking, treasury, trading and risk solutions.

In 2007, HCL and Misys came together, with a shared vision to expand the market, leverage each other's strengths and jointly implement and provide best-of-breed solutions to financial service organizations under a flexible engagement model. The aim was to offer customers unparalleled differentiating value with a unique low-risk implementation approach.

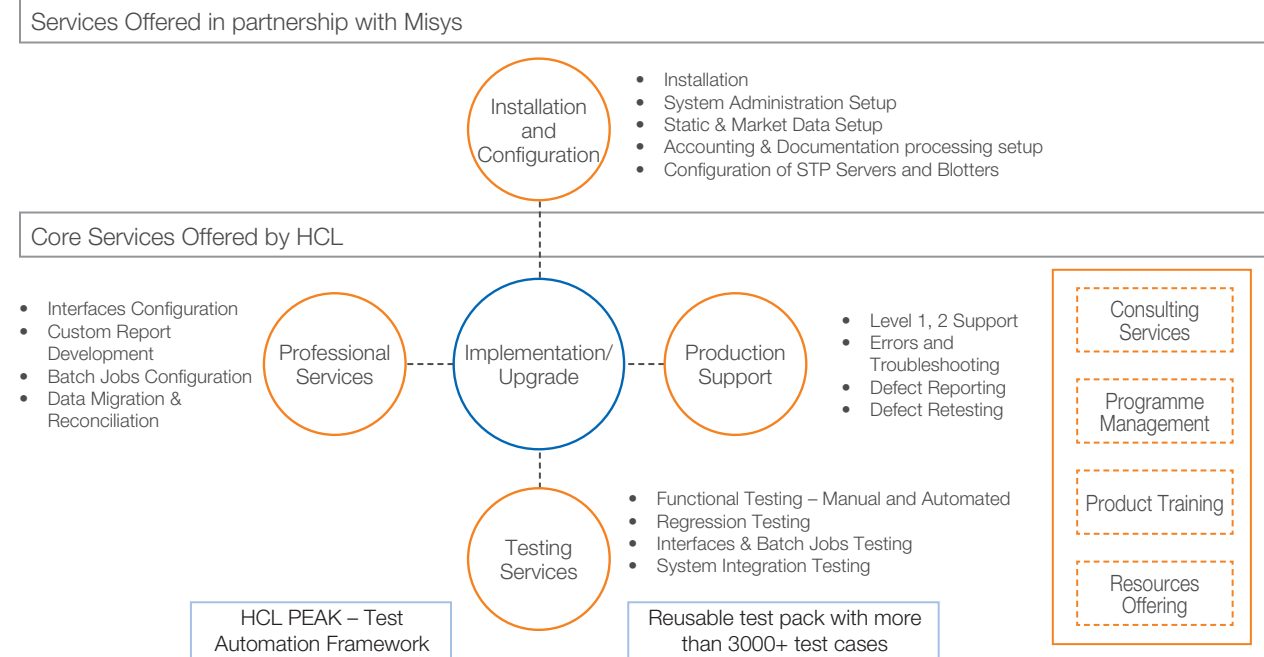
A true strategic partnership, HCL has worked with Misys in two key areas:

- 1. Professional Services:** HCL and Misys jointly engage in implementing financial solutions (Midas, BankFusion Universal Banking, Summit, Loan IQ and Opics Plus) through multiple projects across various parts of the globe
- 2. Go To Market (GTM):** HCL also helps its sales leadership in promoting and selling Misys licenses to its customers and prospects



THE BEST OF BOTH WORLDS

## OUR OVERALL SERVICE OFFERINGS







## THE HCL ADVANTAGE

Here's what makes HCL uniquely poised to deliver Misys products:

- **Extensive experience** of projects (85+) focused around Misys products such as Loan IQ, Summit and Opics Plus
- One of the **largest resource pool trained on Misys products** (200+) through a **dedicated competency center**
- **Accelerators** developed specifically for Misys products, implemented at customer sites, resulting in significant value for end customers
- Availability of **in-house tools for data migration/reconciliation** for Summit, Opics and Loan IQ
- **Licensed software** labs for training and knowledge enhancements
- **Joint investments in CoE** – Misys provided the licenses and HCL invested in infrastructure to host the applications (Summit/ Loan IQ/ Opics Plus)
- **Strong consulting and services orientation** bringing in end-to-end value, higher accountability in terms of implementation, support and operations
- **An end-to-end transition framework** (ASSeT™) that provides a prescribed set of tools, processes, checklists, templates, guidelines and status reports to ensure **risk-free transition**
- **Integrated global delivery model** that enables application maintenance and support at all levels – Level 1, Level 2 and Level 3, through a best fit operating model which significantly reduces total cost of ownership

## INVESTED IN DELIVERING SUSTAINABLE **BENEFITS**



### THE HCL MISYS CENTRE OF EXCELLENCE

HCL has invested in its Misys Centre of Excellence (CoE), specialized for key Misys products. This CoE has 250+ Misys product experts bringing in specific business and technical skills to give customers a strategic and competitive advantage.

Key features of the HCL Misys CoE:

1. Real time licenses of Misys products.
2. Domain experts who bring in Misys product knowledge as well as technical and integration experts.
3. Robust training and knowledge management program that also includes a framework for staff evaluation and certification. The CoE follows a 5-step training methodology to bring resources up the learning curve. Average training period for any CoE member is about 6-8 months. This facilitates the quick integration of newcomers to the team.
4. Vast experience, having delivered more than 85 projects with lasting outcomes to Misys customers.
5. Development of tools and accelerators aimed at faster implementations (HCL PEAK suite of products).
6. More than 3000 test cases for Misys products, a large part already automated.
7. A unique onsite-offshore option for Misys products, being based in India.

2. **Upgrades:** End-to-end implementation work around upgrades from older legacy platforms to newer generation Misys products. This is the primary value that HCL has brought to Misys in the last few years. More than 50% of work is focused on upgrades.
4. **Integration:** HCL has built a number of customer-specific integration packs. Our strong understanding of middleware platforms and experience in building interfaces for our large banking clientele have been leveraged for servicing Misys customers.

1. **Business consulting:** Functional consulting, along-with specialized expertise in advising clients and prospects around consolidation and upgrades of Misys products.
3. **Testing:** HCL has vast experience in manual and automation testing covering various types of testing such as regression, functional, system, integration and UAT. We have developed an automation framework specifically for Summit and other Misys products called HCL PEAK.
5. **Support:** With a strong understanding of products and customer surround landscape, HCL has taken ownership of L1, L2 and in some cases L3 support.



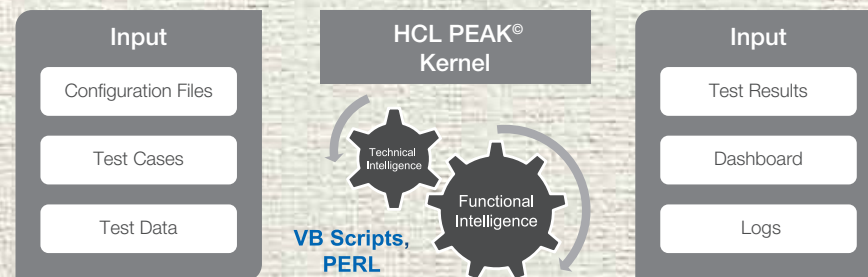




## OUR PROPRIETARY TEST AUTOMATION FRAMEWORK

### HCL PEAK®

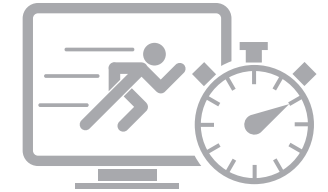
HCL PEAK® (Process Enhancement Automation Kit) is a solution accelerator developed exclusively for Misys TCM products with specific focus on Summit, Opics and Loan IQ regression testing.



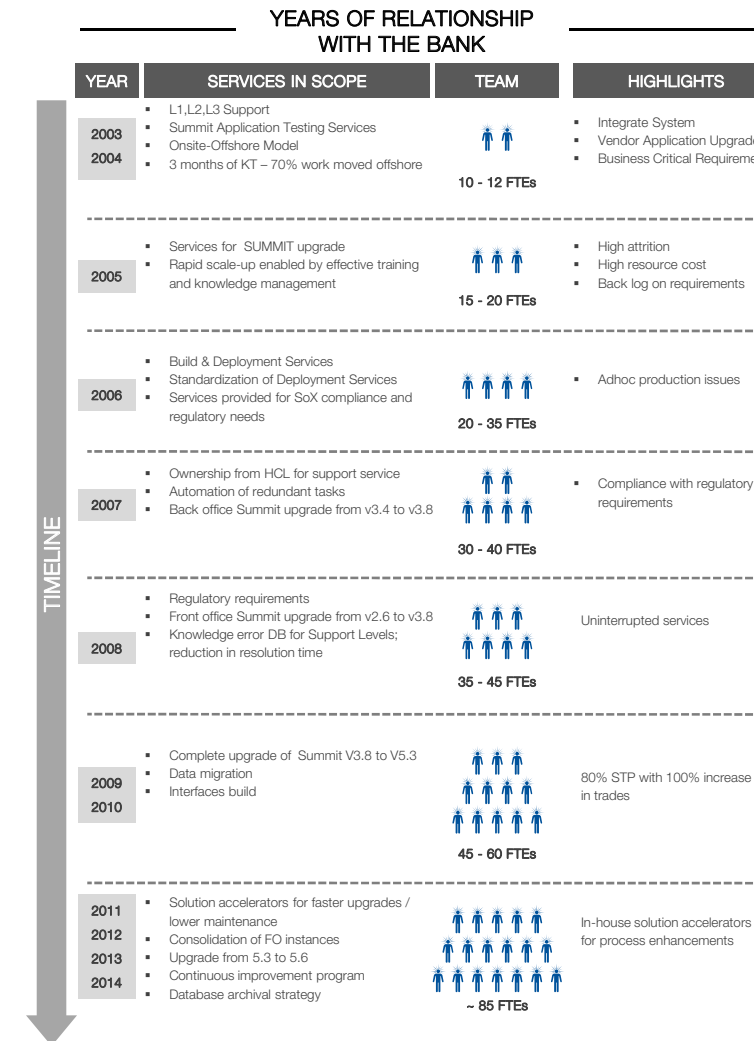
#### Key Features and Business Benefits

- Flexible keyword and data driven usage for GUI and Interface testing
- File comparison utility to compare reports and generate dashboards
- Scalability to support large number of test cases
- Reduction of up to 60% in time and effort for regression test execution
- Ready test packs for Summit, Opics Plus and Loan IQ

# HCL & MISYS: ACCELERATING SUCCESS FOR OUR CUSTOMERS



LARGE GLOBAL BANK BASED IN EUROPE



#### CURRENT ENGAGEMENTS WITH THE BANK

- Summit Upgrade from FT v5.3 to FT 5.6**
  - Integration of FO trade capture applications
  - Consolidation of Summit instances
  - Straight through processing
  - Migration of 14 key applications which are responsible for communicating with 90 upstream/downstream systems
  - Migration of 200 batch jobs and custom reports
- Testing**
  - Automaton, execution and management of regression test packs
  - Summit Test Suite contained 23 test packs with 200-300 test cases each
  - Upstream interfaces included Swaps Wire, FO Trading Apps, Proprietary application for SWAPS
  - Downstream interfaces included Cash Flow Apps, Online Doc App, Swaps Clear, GL, SWIFT, Funding & Reconciliation
  - Benefits:
    - Savings of 100,000 Euros per test regression run
    - Release time for each version compressed from 21 to 7 days
    - 98% automation of regression test packs in a prioritized manner
    - Test execution time for each release brought down by ~80%
- Business Enhancement and Production Management**
  - Requirement to manage ad-hoc enhancements for Summit FO and BO on utilities, interfaces and reports; Quick turn around time essential to reduce manual intervention and effort
  - Production Support (L1, L2 and L3) Services; Build and Deployment Services





## FINANCIAL SERVICES AT HCL

Financial Services is one of the largest and fastest growing verticals at HCL. Our success is built on strong domain competencies, spanning Retail Banking, Corporate Banking, Capital Markets, and Insurance, catering to the IT and operational needs of leading financial services companies. We serve 40 among the 69 Fortune 500 financial services institutions. We share a decade-long association with one of the world's largest investment banks (handling more than 120 projects, 200 processes and 850 applications). Our clientele also includes a customer ranked No. 1 in Customer Experience across banking, credit cards and insurance by Forrester.

Over 26000 dedicated technology consultants, including more than 900 SMEs in Banking, Capital Markets and Insurance, provide end-to-end IT services and solutions such as ADM, ASM, and infrastructure management and operations. Our investments in building process, domain, and technology expertise have helped us develop the most innovative solutions for competitive differentiation.



## ABOUT HCL

Over the past decade, HCL has been one of the fastest growing technology companies not only in India but in the world. Today, it stands tall as a USD 6 billion global company, bringing IT and engineering services expertise under one roof to solve complex business problems for its clients.

The awards and recognition we receive are a testament of our high competence and leadership in the IT industry. Here are just a few:

- HCL has won the prestigious **CNBC-TV 18's India Business Leader Award 2014 for Outstanding Company of the year**
- HCL was cited amongst Forbes Asia's 'Fab 50' companies for the 4th consecutive year
- HCL has won the Asia-Pacific Enterprise Leadership Award (APELA) 2013
- ideapreneurship™, HCL's culture of grassroots innovation, has been featured as a case study in the Cambridge University Students' Union (CUSU) publication titled 'Strategies for Success'





## PARTNERSHIPS MATTER MAKE THE RIGHT ONE

Ever since HCL and Misys partnered in 2007, we have been able to make a tangible difference to our customers. This has been possible only because our relationship with Misys has been strengthened over the years with growing experience, trust, transparency and flexibility.

And we would like to extend this relationship to you. We have what it takes to help you make the most of your Misys investment and can help you turn it into a huge business advantage.

Discover how a relationship with us can help you go beyond your desired expectations.

 As a global firm, we understand the importance of developing deep relationships with our clients and partners to provide the best services to financial institutions. The recent joint win at Student Loans Company is further tangible proof that we can team and win together in the market. We are delighted with the momentum built thus far with HCL Technologies and we welcome them to the Misys InFusion Partner Programme. We look forward to working even more closely together as we further advance our joint business in a number of exciting areas. 

- **Nadeem Syed**, Chief Executive Officer, Misys

 Misys is a long standing and important partner and we have a track record of delivering many successful customer engagements on Misys products. The new Misys Infusion partner programme fits in well with our system integration strategy in financial services and help our customers compete in the digital world and derive more value from their technology investments. 

- **Rahul Singh**, President, Financial Services and Business Services, HCL Technologies



[www.hcltech.com](http://www.hcltech.com)

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*Relationship*<sup>™</sup>  
BEYOND THE CONTRACT

**HCL**