



# A PERPETUAL EDGE ON GROWTH

**How Tectrade is enabling a challenger bank to make a lasting difference to its customers and get a perpetual edge on growth.**

**Our client:** As a new entrant, our client aims to disrupt the market with a focus on new and innovative solutions. The Bank focuses on flexibility and offers financial products driven by the needs of today's consumer.

## CHALLENGER BANK MARKET DASHBOARD



# \$4bn

Global neo and challenger bank market will reach £394 million by 2016.

# 40+

There are more than 40 challenger banks in the US and the market is growing. (1 Jan 2020)

# 1 in 4

One in four millennials and Gen-Zs are using challenger banks.

## CONTEXT

The bank combines a branch network, a highly trained contact centre, 24-hour automated phone banking, and a portfolio of secure mobile financial services.

Customers are continually looking for better banking experiences and the bank is actively adopting new digital transformation technology, cloud platforms and innovative software solutions.

## GOAL

To implement the flexible platform needed for an innovative digital banking experience – delivering the right financial products via the right channels, boosting customer loyalty and enabling growth.

## CHALLENGE

Tectrade's client runs core banking applications including Finastra's Fusion Equation to increase its business agility and strategic growth. These solutions deliver optimal value when supported by a high performance, flexible computing environment.

To accelerate its plans for digital transformation, the bank reviewed its existing data centre facilities, on-premise IBM systems and the capacity of in-house skills.

It was decided that success would be boosted by a partner that could offer experience with hybrid cloud solutions optimised for regulated industries.

## SOLUTION

The Tectrade PowerCloud offers secure managed environments based on latest IBM Power Systems as well as close-coupled Windows and Linux-based virtual machines, together with tiered storage and data protection services.

Tectrade migrated the Bank's core systems to a new PowerCloud platform that provides the levels of high availability demanded by today's digital consumers.

Tectrade and data centre partner Equinix also support the Bank's mobile services with cost-effective gigabit-speed connections between private and hyperscale public clouds such as Microsoft Azure.

## OUTCOMES

The bank is benefiting from Tectrade's expertise in running complex, compliant workloads for regulated industries such as financial services.

It operates in a competitive market and its focus on digital banking solutions is directly supported by innovative applications running on flexible cloud systems. There are also operational and commercial advantages from using a cloud platform managed by an experienced and a certified IBM and Microsoft partner.

Connectivity between three Equinix data centres provides geographically separated disaster recovery. Business continuity plans now also include workplace recovery to allow users to access applications from alternative locations in the event of an emergency or disaster.

**“BY EMBRACING INNOVATIVE FINTECH APPLICATIONS AND NEW FLEXIBLE PLATFORMS, WE CAN REACT QUICKER TO CHANGING CUSTOMER BEHAVIOUR COMPARED TO ESTABLISHED FIRMS.**

**WHEN WE CHANGE THE RULES WE CAN COMPETE MORE SUCCESSFULLY”**



# Tectrade

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