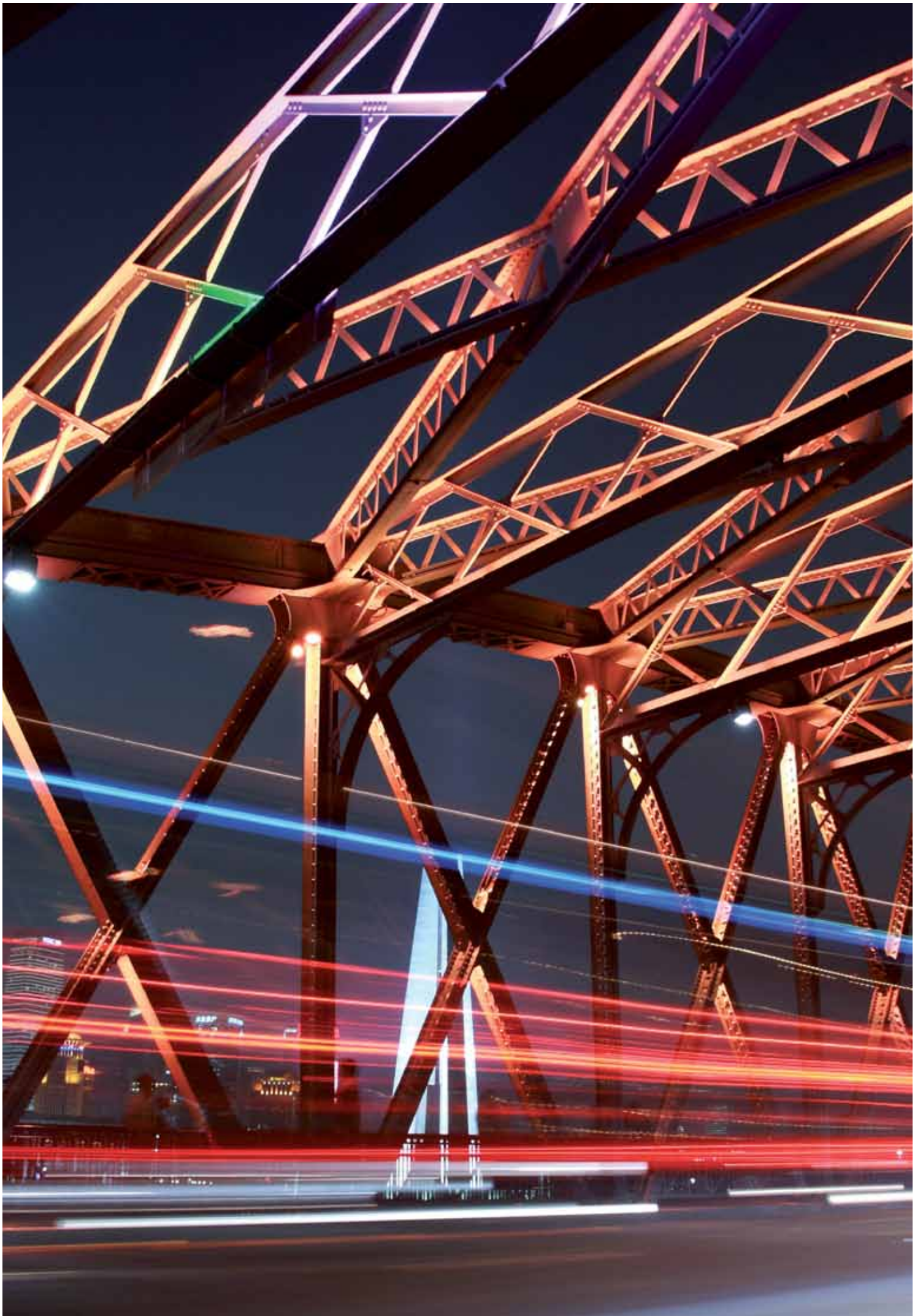


# KONDOR+ AND OPENTEXT EXCEED ONDEMAND

COST REDUCTION, TRADING EFFICIENCY  
AND REGULATORY COMPLIANCE







## INTRODUCTION

The last 30 years have seen information technology take a fundamental role in the business operations of financial institutions around the world. However, in many cases the pace of change has been uneven. While solutions such as Kondor+ from Misys have become the de facto standard for risk and trade management, financial institutions have been struggling with how to best deliver and manage such critical solutions to their end-users' desktops.

Risk and trade management operations offer many challenges – they take place globally, they have to be processed in real-time and they need to be reliable and respectful of industry regulations. As the IT infrastructure has evolved through time, significant challenges have started to appear that have left financial institutions with a sense that they had lost control over their application access.

This paper explores how the partnership of Misys and OpenText delivers the ideal combination of cost, performance and resilience for managed application access to support financial institutions' strategic goals of cost reduction, trading efficiency and regulatory compliance.

### Dependable Managed Application Access

Misys and OpenText have established a solid business and technical partnership that has resulted in the joint support of OpenText's Exceed onDemand on Kondor+, Misys' leading risk and trade management solution.

Exceed onDemand is the enterprise-class solution for dependable managed application access, giving end-users high performance and easy access to Kondor+ wherever they are, on an internet-connected PC, laptop or tablet device and independent of the device's operating system. Exceed onDemand's native integration with Kondor+ means that it is hidden from end-users, leaving them to focus on trading and business productivity instead of complex application configurations and network connectivity.

**Robert Wong**, OpenText's senior product manager explained: "Exceed onDemand allows end-users on any OS to connect to the back-office and remote applications without needing a UNIX or Linux environment, over any type of network connection. Exceed onDemand reduces the network data requirement by more than 90 per cent of the original, resulting in much faster access time and a smoother experience for the end-user."

Furthermore, Exceed onDemand alleviates the cost of maintaining Kondor+ on multiple users' desktops by allowing users to access a single, centrally-managed version of Kondor+, hosted on-premise or remotely. It results in much faster and easier deployment of Kondor+ wherever it's needed, and lets customers scale their trading and risk management operations up and down at the touch of a button.

**Matt Gaywood**, global head of professional services at Misys, added, "Having Kondor+ hosted in a central location and accessed via Exceed onDemand is a great example of the growing trend towards cloud-based computing. It also provides resilience and disaster recovery capabilities for both major and trivial incidences.

**"For example, if your machine crashes while you are using Kondor+ or if you lose your internet connection, Exceed onDemand keeps the session alive on the server so nothing is lost and you can continue working as before. The same disaster recovery capability can be used in case of more serious incidents such as electrical outages."**

## Cost, Risk and Compliance

As part of Misys and OpenText's partnership for the delivery of dependable, enterprise-class managed application access for Kondor+ implementations, the two companies have jointly identified some of the key trends and challenges that banks face – cost containment and reduction, trading and risk management efficiency and, of course, regulatory compliance.

**Gaywood said**, "Cost containment and reduction is naturally a priority. As everyone is well aware, the proliferation of disparate trading systems has resulted in complex and expensive to maintain 'spaghetti' networks of applications, resulting in fragmented trading and risk management architectures. As a result, solutions such as Kondor+ which offer comprehensive out of the box functionality and system consolidation are increasingly being favoured."

The focus on cost reduction by financial institutions is balanced by the need to grow revenues, in particular by developing new types of instruments and taking them to the market faster and better than competitors, which demands a reliable, cost-effective and, above all, flexible platform for trading and risk.

**Gaywood added**, "There is also a clear trend to focus on high volume, low margin trades where process automation is essential to remove manual interventions and drive down the cost per trade."

The regulatory environment is more stringent and complex than ever before. Financial institutions are waking up to the fact that their risk monitoring, management and reporting activities, and the accuracy and timeliness of the underlying data, are fundamental to their entire business operations.

**As Wong explained**, risk management is no longer thought of as a separate activity or department. "Banks need systems that accelerate and automate reporting, deliver a holistic view of risk across the business, and are flexible enough to manage local regulatory requirements to reduce the cost of compliance."



## Changing Trading Demands

Alongside this changing business environment, end-users are now more mobile and need fast and reliable access to Kondor+ not only in their offices but also from remote locations or customer sites.

**Gaywood said,** "Traditional remote VPN connections can be slow and therefore hamper traders' productivity, added to which unreliable connections result in dropped Kondor+ sessions and the loss of all work in progress."

**Wong added,** "And of course, many customers are running hosted versions of Kondor+ so are accessing it over the internet, highlighting the importance of a connectivity solution that delivers high-performance, speed and reliability. Furthermore, traditional solutions can't be centrally deployed or controlled which increases the burden on banks' IT departments.

**"We hear from our customers that they naturally investigate alternatives to Exceed onDemand but for the most part they are either based on older platforms such as Unix, rely on open-source software which is unsuitable for global enterprise deployment, or use traditional PC-X technology which is not suited to mobile working."**

## Exceed onDemand in Financial Services

- **Access to front-office applications** – Exceed onDemand ensures that all front-office applications can be delivered direct to relevant end-users irrespective of location, client device or network connection, while maintaining a full audit trail for regulatory compliance.
- **Enabling back-office operations** – Exceed onDemand gives banks and financial institutions perfect reliability, iron-clad security and cost-effective management for their back-office applications.
- **Outsourcing** – OpenText promotes a flexible and agile approach to financial services outsourcing by giving banks the tools needed to maintain close control over business applications.
- **Cloud computing** – Exceed onDemand is the enterprise-class solution for managed application access, providing a core component of a bank's cloud computing infrastructure.
- **Compliance and Security** – Exceed onDemand provides an easily controllable single point of access to all line-of-business applications, allowing for tighter control and greater security.

## Good for Business

**Wong said,** "Exceed onDemand with Kondor+ offers in-built scalability, enabling banks to support thousands of enterprise end-users across their networks and the internet, with clustering for high-performance load balancing and the ability to set up disaster recovery centres.

To deliver the highest levels of security and compliance, Exceed onDemand enforces secure remote access and offers centralised administration of user access. In addition, end-to-end encryption prevents unauthorised 'eavesdropping'.

Exceed onDemand not only lets end-users work from any location, it also provides the framework to help banks bring new financial products to market faster and to support real-time collaborative working across geographically-dispersed teams.

## Trusted Relationship

Misys and OpenText have worked closely together for many years, with in-depth knowledge sharing between the two companies to ensure that Kondor+ and Exceed onDemand work seamlessly and perfectly together.

**Wong explained,** "We have a fantastic relationship with Misys, to the extent that many of the Misys consultants depend on Exceed onDemand when doing Kondor+ demonstrations at customers' offices and other external locations."

**Gaywood said,** "When it comes to providing local and remote traders with access to risk management applications, we trust OpenText Exceed onDemand. It is a proven solution with Kondor+ and is backed by a distinguished pedigree and a track record of excellent service."

## Supporting Your Implementation

At the heart of Exceed onDemand is a central datacentre which can be extended to new users.

**Wong explained,** "For example, if a bank running Kondor+ with Exceed onDemand opens a new regional or country branch, it can immediately provision the local users with Kondor+, complete with the same profiles, controls and rules as the main office."

Working closely with Misys's professional services teams and local partners, OpenText's Connectivity Global Services offer a range of services from professional consulting and implementation to training, education, and support programs.

## Next Steps

For further information about how you can use Exceed onDemand with Kondor+ to reduce costs, grow revenues and ease the regulatory burden, please contact:

[conninfo@opentext.com](mailto:conninfo@opentext.com) at OpenText or [tcm.marketing@misys.com](mailto:tcm.marketing@misys.com) at Misys.

Alternatively, please visit <http://connectivity.opentext.com>.

# OPENTEXT

## About OpenText

OpenText helps organizations manage and gain the true value of their business content. OpenText brings two decades of expertise supporting 50 million users in 114 countries.

OpenText's leading connectivity solutions connect people, data, and applications in mission-critical environments through a complete line of remote application access and data integration solutions.

With 90 percent of Global 2000 companies relying on its award-winning solutions for over 20 years.

OpenText understands the financial and operational challenges that most organizations face, whether it is multiple systems, disparate data sources, or geographically dispersed teams.





# MISYS RECENT MARKET RECOGNITION



## NUMBER ONE TRADING SYSTEM TECHNOLOGY PROVIDER

### RISK TECHNOLOGY RANKINGS 2011

Number One Overall Trading System  
Number One Pricing and Analytics – Equity  
Number One Pricing and Analytics – Inflation



## NUMBER ONE RISK MANAGEMENT TECHNOLOGY PROVIDER

### ASIA RISK TECHNOLOGY RANKINGS 2011

Number One Overall Risk Management  
Number One Trading System – Equities  
Number One Trading System – Foreign exchange  
Number One Trading System – Interest rates  
Number One Derivatives pricing and risk analytics – Equities  
Number One Derivatives pricing and risk analytics – Interest rates  
Number One Derivatives pricing and risk analytics – Hybrids  
Number One Support services – Implementation efficiency



## STRUCTURED PRODUCTS TECHNOLOGY RANKINGS 2011

Number One Trading System – Equities  
Number One Trading System – Interest rates  
Number One Pricing and Analytics – Equities



## STRUCTURED PRODUCTS TECHNOLOGY RANKINGS 2012

Number One Trading System – Credit  
Number One Trading System – Cross Asset  
Number One Trading System – Foreign Exchange  
Number One Trading System – Rates  
Number One Risk Management – Collateral Management



## BEST TRADING PLATFORM BACK OFFICE ASIAN BANKER TECHNOLOGY AWARDS



## LEADING SINGLE TECHNOLOGY PLATFORM – PORTFOLIO, TRADING AND RISK MANAGEMENT

### HEDGE FUND JOURNAL AWARDS 2011



## BEST RISK MANAGEMENT INITIATIVE ASIA ASSET MANAGEMENT AWARDS

## ABOUT MISYS

Misys is at the forefront of the financial software industry, providing the broadest portfolio of banking, treasury, trading and risk solutions available on the market. With 1,800 customers in 120 countries our team of domain experts and partners have an unparalleled ability to address industry requirements at both a global and local level.

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Misys was formed by the merger of Misys with Turaz, which includes the award-winning Kondor+ product line. Combined they are able to address all customer requirements across both the banking and trading book businesses. Misys is the trusted partner that financial services organisations turn to for help solving their most complex problems.

Find out more at [www.misys.com](http://www.misys.com)