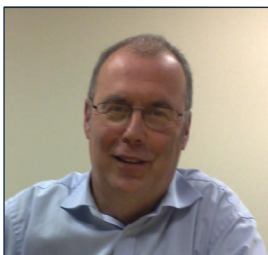




## Financial Services Focus: Summer 2009

### A word from the Director...

Welcome to the latest edition of the FSF newsletter. As the country soldiers on through the recession, we have been encouraged by the extension of a number of contracts by some Financial Services clients. We are confident that this reflects the importance of technology and corporate IT strategies in improving operational performance and enhancing business processes in the face of challenging economic conditions.



In the past year, we have secured contracts with various financial services organisations in Scotland, London and elsewhere. All clients were more than satisfied with the outcomes we delivered. This demonstrates that Scottish based companies do have a role to play in the global financial services sector and provides us with much optimism for securing further contracts with leading Retail Banking, Insurance and Fund Management organisations.

This newsletter outlines some of our projects and some views of Pulsion Technology from a client perspective. I hope you find it of interest and would welcome discussions around our offerings and current projects.

**Malcolm Shannon**  
Managing Director

### Key Clients

Our financial services client base is growing and includes:



### Case Study: Intelligence Sharing System

#### The Brief:

An organisation representing a consortium of UK banks commissioned Pulsion Technology to design and implement a centralised intelligence sharing tool. The system would be used by the consortium to share intelligence with member banks and would act as the key interface through which banks could share intelligence data securely and easily.

#### The Deliverables:

Implementation of a high profile business critical Intelligence Sharing System to the consortium. The success of the project has been noted by key stakeholders both in the Financial Sector and in associated public bodies.

#### Key Features include:

- » Flexible central data collection
- » Intelligence reporting service
- » Linked field monitoring for industry level early warning alerts
- » Ad-hoc raw data extracts for internal analysis
- » Security profiles to manage access to sensitive data

"For the last five years we have outsourced all of our software development to Pulsion Technology. We jointly created our principal business system which is an industry leading web enabled operations system. Pulsion's focused, well-managed teams, deliver projects in a prompt and professional manner and our main system has been remarkably stable with virtually no down-time."

**Mike Jackson**  
Operations Manager  
Enterprise Insurance (Gibraltar)

"Pulsion Technology has been a trusted supplier to Ignis Asset Management for a number of years now. During recent organisational and acquisition changes within Ignis, we required additional technical DBA resource. We knew we could rely on Pulsion to provide this quickly and with the quality we needed. We have once again been impressed with the reliable and efficient service Pulsion has provided."

**Martin Boylen**  
Head of Operational Support & Services  
Ignis Asset Management



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### Case Study: Online Trading Platform

**The Brief:**

Pulsion Technology was engaged as the key IT company to work in partnership with a major stockbroking organisation to deliver an innovative online trading platform.

**The Deliverables:**

The design and implementation of the UK's first online trading platform. The key impetus for the project was to deliver competitive advantage to the stockbroking organisation's clients and provide access to a wider range of Retail Service Providers (RSPs) for price requests.

**Key Features include:**

- » Multiple access channels including web and intranet
- » RSP scanning engine
- » Real time reporting & analysis of share price options
- » Flexible definition of rules to enable traders to offer incentives to RSPs

### Technical Update

Pulsion Technology has the technical capacity to deliver projects large, small and at any level of complexity. Our Consultants are highly accredited and we invest heavily in training on an ongoing basis. Key technical skills we can offer include:

.NET, ASP.NET, VB.NET, Java, JSP, J2EE, PHP, C, C++, C#, PL/SQL, COM+, XML, SOAP, TIBCO Enterprise Service Bus, Fix Protocol, MSMQ, SWIFT, SQL Server, MySQL, Oracle, Content Management Systems and Business Intelligence.

At Pulsion Technology we use best practice methodologies such as PRINCE2 and eXtreme Programming for project management and development. We operate in an accredited Quality Management System environment.

### Case Study: Bondscape Interface

**The Brief:**

A leading bank selected Pulsion Technology as the IT partner to integrate back office systems with the Bondscape bond trading system.

**The Deliverables:**

A 'dealing engine' was developed to allow integration of the Bondscape bond trading system with the relevant back office systems. The completion of the project allowed the bank to interface to the Bondscape platform seamlessly at the point the service went live.

**Key Features include:**

- » Real time upload of prices to the Bondscape platform
- » Automatic receipt of trades from Bondscape and entry into key back office IT systems
- » Integration via FIX API's
- » Intuitive interface for efficient management and monitoring of trade information.

### Case Study: Insurance Platform

**The Brief:**

A leading insurance company appointed Pulsion Technology to develop a policy management portal for the provision of collaborative working with partners and clients.

**The Deliverables:**

Implementation of an end-to-end insurance policy management portal, for access and joint working across the organisation and with external partners.

**Key Features include:**

- » Listing, vetting & auditing of existing and potential business partners
- » Secure and remote case and claim management
- » Automatic generation of policy documentation
- » Integration with partners' back office IT systems, eg. tenancy deposit management system
- » Comprehensive configuration and reporting facilities

"The Pulsion team has delivered an excellent piece of work (Intelligence Sharing System for consortium of major retail banks) on time and to budget, notwithstanding challenging constraints. We experienced nothing less than high quality delivery coupled with a significant degree of flexibility."

Vaughan Collie  
Director  
Accourt