

Optimizing profit in financial services

A recent deal by Zarion exemplifies the manner in which optimized business processes are key to achievement of market leadership in financial services

Dublin, Ireland, Thursday February 1st, 2007

A leading bank has purchased Business Optimization Server from Zarion in order to optimize its business processes. Launched just six months ago Zarion reports that already almost half of its top ten customers are in active discussions regarding adopting this technology and Zarion's associated consulting service.

This reflects the growing recognition within the financial services industry of the lessons that can be learned from manufacturing and in particular of the commercial opportunity that having the tools and capabilities in place to enable effective and timely data-driven decision making offers. It is also evidence of the advanced maturity of Zarion's customers in relation to the Business Process Management maturity curve.

Business Optimization

"From 11 years of process optimization work Zarion has a mature methodology for approaching Business Optimization projects. Now with the Business Optimization Server (BOS) product from Global 360, Zarion's consultants are also able to deliver to customers a real-time means to monitor and continue to optimize their own processes" said Ken Moore, Zarion's head of Business Consulting.

The Global360 tool allows Zarion to gain a detailed understanding of current processes, workloads and stress factors through analysis of historical and up-to-date live data. This can be used to accurately estimate the end-to-end cost of operations and processes and enables and supports continuous improvement initiatives through the identification of potential quick-wins and through the modeling of 'what-if' scenarios.

About Zarion

Zarion www.zarion.com has been providing banking and insurance process management software solutions to the financial services sector since 1995.

Zarion's business process solutions are specifically designed for processes in the investment banking, retail banking, life & pensions and general insurance sectors. Their business process software solutions leverage an in-depth knowledge of the financial services industry while also harnessing their expertise and ingenuity with workflow automation and document management technologies. Zarion's solutions have enabled business managers to significantly lower the cost of operations, exceed service level requirements and comply with regulatory obligations.

Using Zarion's business solutions, clients in Europe and the USA have achieved significant and measurable financial and operational benefit: handling increased volumes of work, reducing operating costs, improving customer service levels, and lowering operational risk.

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