

FRSGlobal TEAMS UP WITH NEPTUNE SOFTWARE



Mark Piper

Risk and regulatory compliance solutions vendor, FRSGlobal has entered into an alliance with UK-based banking and financial services software provider, Neptune Software. The alliance will deliver banks and financial institutions a combined solution that integrates Neptune's Rubikon with FRSGlobal's regulatory reporting and risk analysis solutions. The alliance plans to address all major countries in the Europe, Middle East and Africa (EMEA) and Asia Pacific Japan (APJ) regions. Since the solutions from the vendors work on Oracle platform, the integration and implementation process is quite easy. Both the vendors work with several business and technology partners. FRSGlobal has a number of key alliance and solution partnerships with firms around the world where the solution partners provide financial institutions with FRSGlobal's regulatory functionality alongside their core banking systems. Commenting on their alliance with Neptune Software, Mark Piper, vice president UK and Ireland,

FRSGlobal says, 'Neptune is an upcoming vendor who is performing well and covers a number of different countries and it is a key strategy of FRSGlobal to develop global/multi-country partnership relationships to provide the local solutions.' For Neptune, this partnership is in-line with their firm's strategy as their business and technology partners have an essential role in delivering comprehensive solutions to the customers with prospects of the highest quality and broadest possible functional coverage. 'However, this partnership is going to be the most far-reaching in terms of technical, functional and geographic coverage as well as being of greatest incremental value to our customers and prospects,' says Alan Goodrich, commercial director, Neptune Software. Neptune recently also achieved a top five ranking in the International Banking Systems Sales league table of banking system vendors which was one of the major reasons for FRSGlobal to collaborate with them. 'This was attractive to us because it shows that they have penetration in different markets and an established client base,' says Piper.

Neptune is heavily focused on the Rubikon family of products and the professional services associated with its high-quality development and delivery. Their Rubikon solution is termed as the 'new generation banking solution' as it comes with a complete mobile and e-banking platform that claims to bring stability and agility while delivering process excellence to a bank's business. The solution is based on a unique Financial Service Oriented

Architecture (FSOA) that facilitates rapid incremental deployment either as a complete universal banking solution or as a series of special-purpose applications that collaborate with existing infrastructure. Additionally, it also works as a customer-centric, integrated business-service and workflow oriented high performance financial services solution.

The combined solution that this alliance brings will help both FRSGlobal and Neptune customers in many different ways. Piper believes that by marrying Rubikon to FRSGlobal's risk management solution RiskPro and regulatory reporting tool RegPro, the combined solution will enable Neptune's clients to benefit from the unique FRSGlobal guarantee for regulatory compliance in multiple country deployments. The integration of the two solutions will also help in reducing the cost of implementation and operational risk. 'Any FRSGlobal client contemplating a change in core banking platforms can be secure in the knowledge that if it were to select Rubikon, it can still enjoy the benefits of remaining on RegPro and/or RiskPro and will be comforted by the fact that the migration path is a known quantity,' he adds. Under the alliance, Neptune will also promote the FRSGlobal product suite to existing clients and into new business opportunities as a referral partner.

Will Neptune promote FRSGlobal products only to its existing clients? 'No,' says Goodrich emphatically, 'FRSGlobal's product suite is equally key to offering a