

## Task

Mainly due to regulations, APAC insurance and pension clients are generally prevented from utilizing a single custodian or have multiple reporting requirements across the jurisdictions they operate in. This then requires the client to consolidate information across multiple providers or multiple jurisdictions in various formats. APAC clients tend to underinvest in technology so they don't have an internal data warehouse or reporting solution.

You are tasked to look for a solution that can be hosted internally or externally, fast in terms of time to market to implement, and cost effective for the client.

- Please review the 3 proposed solutions provided and consider which you deem the most appropriate

## Guidelines

- There is no one right answer! We encourage you to share your own thoughts and ideas.
- You will need to work as a group on this exercise.
- You do not need to produce a written report however you can make notes.

## Proposed solution

- Form a partnership with a known data warehouse provider and have the solution delivered through this partner (see list on next page).
- Purchase a company that has a data warehouse solution (see list on next page).
- Develop and build internally a brand new data warehouse product that can be hosted internally and externally.

## List of data warehouse providers

Vendor	Pension/Insurance Experience	Names of existing Clients	Hosting Options	Comments
ZeronWave TMS	Yes	Shinhan Aitas, KEB Hana Bank, Mirae Asset Daewoo, SSBT global services, JP Morgan WSS	Internal and External	Although Zeronwave's client base includes global custodian, the end clients are actually Korean pension funds.
APEX International 寶碩財務科技股份有限公司	Yes	Taiwan pension clients	Internal and External	Local Taiwan vendor
SS&C Vision FI	No	Citi PB, RBS PB. Main clientele are private banks.	Internal and External	SS&C have another product which is called ANOVA which is similar to Vision FI, however ANOVA has an IBOR, Compliance, and performance module. These services would be directly competing with Citi.
<del>Cadis (Markit EDM)</del>	No	Mainly asset managers	Internal and External	Cadis is well known in the market but is a very expensive option
Informatica Data Warehouse	No	Shipping, medical, and technology	Internal and External	Informatica primary strength is ETL (extract, transform, load)
Teradata Data Warehouse	No	Aviation, retail banking	Internal and External	Provides both hardware and virtual server solutions. Has many levels of data warehousing solutions ranging from entry to big data uses. It appears this service is more on a hardware solution. <u>Main competitors are IBM, Oracle, and Microsoft.</u>
Simcorp Data Warehouse Manager	No	Mainly asset managers	Internal, but needs validation	Value added services to SimCorp Dimension clients (accounting platform). Little need for database administrator as the system is designed for business users.
Factset/BiSam	Yes	Mainly asset managers	Internal and External	Factset has massive number of clients across all client segments and regions. <u>Recently they purchased BiSam (including B-One data warehouse).</u>