



## Quinnox offerings for Banking and Financial Services

Solutions that ensure security, reliability and responsiveness

The Banking and Financial services sector is characterized by globalization, consolidation, convergence and numerous regulations. In this scenario, technology is a major driving force for achieving competitive advantage through cost reductions, enhancing quality of customer service and creation of new business opportunities.

Banks and financial institutions are increasingly adopting multi-product and multi geographic strategies, with rampant conversions from legacy platforms to current-day technologies.

At Quinnox, we have developed a strong domain and technology skilled team, with strategic product partnerships to address the entire IT lifecycle of the BFS industry.

### Q-Study

Quinnox developed a scalable Client Money Management system for UK's leading insolvency exchange using Agile Methodology, ensuring smooth handling of large volumes of new creditors.

### Advantage Quinnox

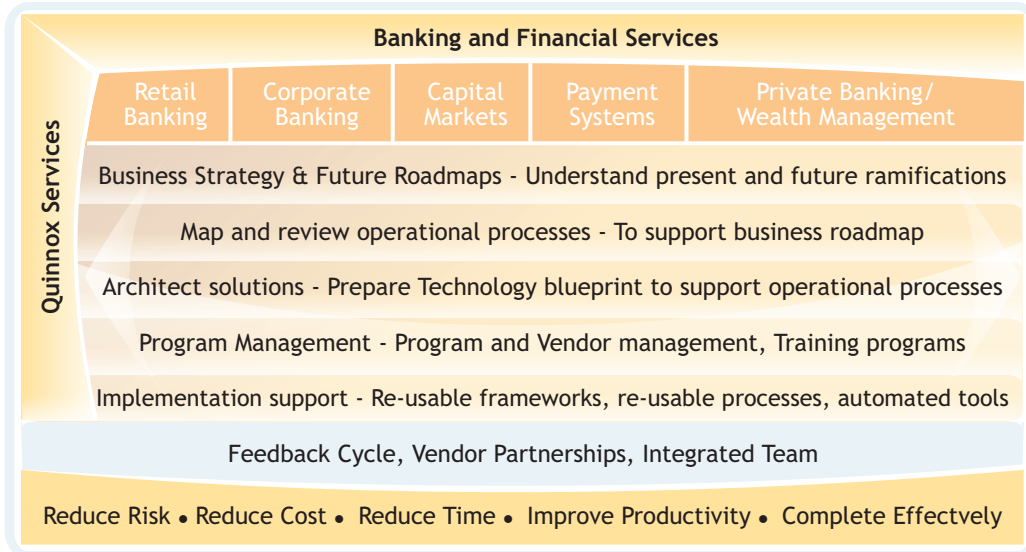
Quinnox's **customer-centric approach** is focused on understanding the customer's business and requirements. Each phase of the engagement is built on high levels of **security and reliability**. We have experience and superior competency in banking-specific products like **Calypso, Flexcube and Kondor+** that makes us the preferred IT partner for Banking and Financial Institutions the world over.



## Domain expertise

Quinnox's core business team for BFS has an average experience of 15 years, having worked in leading financial institutions across various geographies and functional areas. This strong industry knowledge coupled with an understanding of product and implementation skills has led us to form several engagements in a multi-country scenario, proving the depth and breadth of our delivery capability.

We are focused on flexibility, customized attention to client needs and adding larger value to our customer's business process and strategies.



## Domain Specific Offerings

Industry Standard Product Solutions			
Capital Markets	Card and Payments	Distressed Debt Management	Retail and Corporate Banking
<ul style="list-style-type: none"> <li>• Strategic partner with Calypso</li> <li>• Strong Calypso group with several person-years worth of combined experience</li> <li>• Multi-country/multi-cultural/multi-language engagements with Fortune 100 clients involving double-byte product complexities</li> <li>• Experience in FI, Derivatives.</li> </ul>	<ul style="list-style-type: none"> <li>• Several years of experience in testing cards products of leading financial players</li> <li>• Delivered several projects covering the entire cards business process – from origination to transaction processing to dispute management to collections.</li> </ul>	<ul style="list-style-type: none"> <li>• Designed and developed data analytics applications to enable our clients effectively manage their recoveries while minimizing risks</li> <li>• Also involved in maintaining and supporting the application and independent testing of all new releases.</li> </ul>	<ul style="list-style-type: none"> <li>• Ready suite of over 13,000 test scripts</li> <li>• Domain expertise in Flexcube which enables quick customization of test scripts for client specific needs.</li> </ul>



## Services covering the entire IT lifecycle of the BFS industry

Our comprehensive portfolio of service offerings tailored for the BFS industry, addresses the entire range of technology enabled business solution requirements across various functions and segments of this industry.



### Consulting

Our business analysts and subject matter experts are the backbone of our domain and architecture consulting services.

### Testing

Quinnox provides a complete range of testing services including:

- Test strategy
- Test design and frameworks
- Test execution
- Final testing, implementation & post implementation testing.
- Test techniques
- Test cases and procedures
- Quality assessment

### Enterprise Application Integration (EAI)

Quinnox provides an entire range of EAI services including:

- Architecture & Migration
- Implementation
- Application Development.
- Planning
- Systems Integration

### Application Development and Management

We provide a full life-cycle approach to application development, enhancements, maintenance & upgrades, integration, migration and support.

### Application Migration

Our Application Migration methodology is designed to accommodate plans for future enhancements, taking into consideration the client's business requirements.

### Complete System Integration Services

Quinnox ensures a complete end-to-end integration service that includes package implementation, migration, conversions, integration & support.

## Q-Study

For a 300-year-old global financial services provider, headquartered in the UK, Quinnox carried out comprehensive Flexcube testing of several migrated application platforms, across various financial functions of the client, along with interfaces between applications and reports in multiple countries. There was a marked reduction in errors and implementation timelines, with the result of a seamless roll-out of the applications.



## Customer Intimacy Model

- This unique partnership model leverages the benefits of a virtual joint-venture
- It blends benefits of both traditional outsourcing and captive models
- The approach is long term and focuses on the client's success
- There is a high level of executive commitment and engagement for each account
- We make significant investments in domain and technology training specific to the client
- Our customer centric approach utilizes customized skills & talent making the engagement flexible with built-in response mechanisms
- We offer 100% transparency through our strong governance framework.

## A strategic partnership with Calypso offering specialized services in credit derivatives and capital markets

Quinnox is a leading Calypso partner world-wide. Our focused Center of Excellence (CoE) dedicated to Calypso competency development enables all round competency development.

## Our Calypso partnership has created strengths that include:

- Joint engagements with Calypso leveraging our domain and technology expertise
- Extensive experience in all phases of Calypso implementations
- A strong and well-trained team of Calypso resources
- Strong domain skills in various segments of the BFS industry - Credit, Interest-Rate & Exchange-Traded Derivatives, Fixed Income & Commodities, FX & FX options and FAS 133 accounting
- In-house training and certification program
- Long term strategic relationships with our customers.

## About Quinnox

Quinnox is an IT services and solutions provider headquartered in the US, with offices in UK, Japan, Germany and India. We also have four state-of-the-art development centers in India that leverage a cost-effective delivery mechanism and a wide talent pool catering to a client base consisting of Fortune 500 companies.

Quinnox offers the full spectrum of IT lifecycle solutions, right from development to support services, including packaged implementations and product development services. We are a technology-focused company, with a wide experience in select industries – Banking and Financial Services, Retail and Manufacturing.

## QUINNOX FACTFILE

- Headquartered in Naperville, Illinois in US
- Over 1200+ employees globally
- SEI-CMM Level 5, ISO 9001 : 2000 certified
- Preferred IT solution partner for several Fortune 500 companies

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