



PATRICK MCNAUGHT, IT HEAD OF STRATEGY, HBOS PLC IN BRISTOL:

AN ASYSKO CUSTOMER SINCE 2004, AND AN EARLY ADOPTER OF AMT-VS

The Insurance & Investment division of HBOS plc had migrated from Unisys to Asysco's Migration Technology (AMT) LION in 2004, a move that had resulted in annual operational savings of £2.4 million. In 2007, there was a change of business strategy within the division, and Asysco proposed that the division should migrate from AMT-LION to AMT-VS (Visual Studio) and C# .NET. According to Patrick McNaught, IT Head of Strategy, "the migration to AMT-VS has brought significant performance and stability improvements, but it will also make it considerably easier to develop and maintain new products and eCommerce applications in the future."

PART ONE

The Insurance and Investment division of HBOS plc includes Halifax Financial Services, Halifax General Insurance, Bank of Scotland Investment Services, and Clerical Medical. The division generated over £1 billion profit before tax in 2007.

In 2004, Asysco had helped the division migrate from their Unisys system to AMT-LION. However, three years later, a change in business strategy within the division had resulted in a dramatic increase in business volumes across a number of key products, and an increased emphasis on eCommerce. Additionally, projects were in the pipeline that would have required substantial work on AMT-LION applications.

PART TWO

The division was coming to the point where the original AMT-LION infrastructure needed to be replaced. Asysco proposed migrating from the existing LINC based LION systems to C# .NET, an upgrade from SQL2000 to SQL2005, and a move from 32 bit architecture to 64 bit architecture. This solution meant that the division would avoid the cost of upgrading the existing system to AMT-LION 5.3, a move which would have cost £780,000. Another advantage of the proposed solution was that by moving to C# .NET it would be easier to develop and maintain products in the future, and Patrick McNaught says, "this was particularly important in view of the increased emphasis on eCommerce applications." There would also be a significant reduction in license fee and support costs.

PART THREE

The project commenced in January 2007. The Insurance and Investment division was a test site for the new AMT-VS product, and so first phase of the project was devoted to product development and other early adopter activities. An independent validation of the proposed solution was sought from Wintellect, who were extremely complimentary of both the solution and of the ability of Asysco's staff. Everyone involved agreed that the product delivered by Asysco was a much better product as a result of the review.



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In September 2007, after a period of Alpha Testing, a decision was taken to proceed with the proposed solution. A period of planning, acceptance testing and performance tuning followed. The final cut of AMT-LION code was taken on 18th June 2008 and was passed to Asysco. Development restarted in C# .NET on 2nd July 2008.

The planning and testing regime paid off. Patrick McNaught says that he "was delighted to find that despite having migrated 47 systems and over 1,000 programs, 9,000 objects and 500 VB scripts, there were only 18 minor post-implementation issues." The division was also pleased with the stability of the AMT-VS system, despite it having to handle in excess of 5,000,000 transactions per day. Patrick McNaught claims that the new AMT-VS system "has been as stable as the mainframe system on Unisys and has provided significant performance benefits."

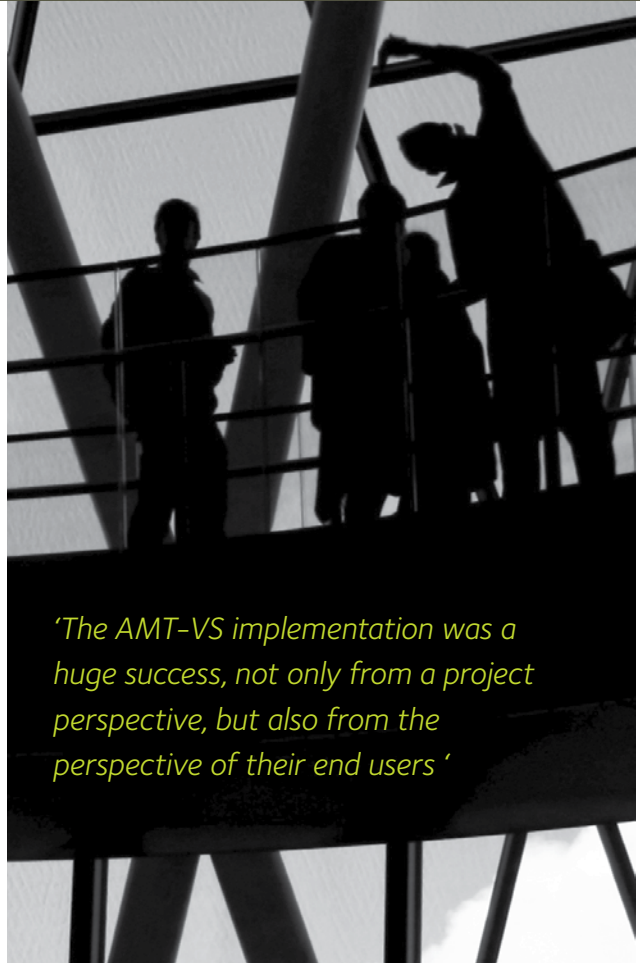
PART FOUR

All of the division's internal developers have now been sent on C# and ASP .NET training courses. More importantly, the division now has much greater flexibility because there is a large pool of external C# and ASP .NET developers that they can call on when needed. Patrick McNaught says "this will be a real benefit to us when we need to develop new products and eCommerce applications in the future."

PART FIVE

In addition to the benefits the new system will bring in the future, the system has also brought immediate business benefits. Previously, batch processing had frequently over-run. When that happened, the system would not be available to users for the first few hours in the morning. Performance improvements mean that batch processing times have been reduced significantly: daily batch times have been reduced from 4.5 hours to 3 hours, weekend batch times have been reduced from 8 hours to 6 hours, and month end batch times have been reduced from 10.5 hours to 8.5 hours. As a result, system unavailability in the morning is now unheard of, and the division has even been available to extend system availability for its users to 6am to 10pm every day.

In summary, the Insurance and Investment division of HBOS plc believes that the AMT-VS implementation was a huge success, not only from a project perspective, but also from the perspective of their end users.



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CUSTOMER

HBOS plc

SECTOR

Insurance and Investment

PROBLEM

A change in business strategy means that the existing system infrastructure needed to be replaced

SOLUTION

By migrating to Asysco's AMT-VS (Visual Studio) and C# .NET, the Insurance and Investment division of HBOS plc were able gain significant performance and stability improvements, while at the same time achieving cost savings. More importantly, the move to C# .NET means that when new products and eCommerce applications are required, it will be faster and easier to develop them.

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