

Equens scales IBM CICS Transaction Gateway fast to win new revenue

Fixed IBM license cost means ability to add new business quickly increases return on investment

Overview

The need

A leading European payment processor, needed to deliver a CICS Transaction Gateway integration solution that would deliver new payment functionalities for its client, a global bank based in Europe.

The solution

The company's IT team engaged IBM® Global Technology Services® to run a proof of concept (POC) test with IBM CICS® Transaction Gateway V9.

The benefit

Once approved, the solution deployed in two months. The payment processor met its banking client's needs, then adapted the solution for another client, increasing the ROI on its initial investment.

Equens, one of the largest payment processors in Europe, needed to develop and deliver both new payment functionalities and new payment solutions for its customers. A key banking client approached Equens to explore just how to do this.

New opportunities

Equens is a European leader in the design, creation and management of technology infrastructures and services for financial and central institutions in the area of payments. With an annual volume of 10.6 billion payment transactions in 2013, Equens clients benefit from its economies of scale and European market coverage.

The bank, an important Equens client, needed new payment capabilities for its online banking processes. Equens knew that if it could not provide the desired solution, the bank would turn to one of Equens' competitors.

“We would have lost this business opportunity if we were unable to provide this service, and we are now able to provide it because of IBM CICS Transaction Gateway,” says Ermelinda Pontremoli, a CICS system programmer at Equens SE.



Connecting with CICS

The bank requested that Equens use the IBM CICS Transaction Gateway, which provides application programmers with proven APIs for integrating CICS with numerous application platforms. Equens agreed to test IBM CICS Transaction Gateway V9 solution on its IBM zEnterprise® EC12 and BC12 systems, and the IT team engaged IBM Global Technology Services to run a proof-of-concept (POC) test.

Within just a few weeks, the IBM solution demonstrated that it delivered scalability, security and performance that more than met the bank's requirements. The bank approved the solution within a week of the POC.

Deploying fast, scaling easily

"We were able to put IBM CICS Transaction Gateway into production and integrate it with the bank's payment solution within two months, much faster than we expected," says a programmer involved with the project. "Deployment was easy, and the solution is handling 456,000 transactions daily without problems."

Just six months after deployment, the scalability and flexibility of CICS Transaction Gateway enabled Equens to satisfy a different service request from another important customer quickly and successfully. The result is additional revenue and profit, as Equens charges its clients by CPU usage.

"Having purchased the license for IBM CICS Transaction Gateway, Equens can use it as many times as desired," says Pontremoli. "And the more it is used, the greater the return on the investment for Equens."

Solution components

Software

- IBM® CICS® Transaction Gateway

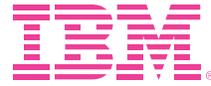
Services

- IBM Global Technology Services®

For more information

To learn more about IBM CICS Transaction Gateway, please contact your IBM representative or IBM Business Partner, or visit the following website:

ibm.com/software/products/en/cics-ctg



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