



UNLOCKING EFFICIENCY

INSIDE

■ GLOBAL FINANCIAL SERVICES COMPANY IMPLEMENTS INTELLECT™ (CLS)

■ CORPORATION BANK, IMPLEMENTS INTELLECT™ CORE BANKING SYSTEM

■ INDIAN INSURANCE MAJOR IMPLEMENTS INTELLECT™ CLAIMS SOLUTION

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FOREWORD



Arun Jain
Chairman and CEO
Polaris Software Lab Limited

I am once again delighted to share with you the next edition of Fintellect Volume-103, the quarterly magazine from Polaris.

The recent global economic crisis has seen two clear focus areas emerging in the financial technology space:

1. Removal of inefficiencies created in Financial services industry due to islands of information & islands of decision making
2. Movement from traditional volume driven or procurement strategies to value-driven strategy for Application renovation.

The mantra is increased efficiency in most banks with asset size over \$50 billion and departmental efficiencies in mid-tier banks. Predominantly as specialists in financial technologies, we have been driving programs more and more towards unlocking efficiencies through information aggregation, business intelligence and actions or decisions driven out of the above.

And this brings us to the second focus area of Application Renovation. The 'Polaris Way' of Application Renovation has a distinct 4-step structured methodology that leverages our Business knowledge at L0* level, COPARIS** way of measuring application efficiency, D-3 OTIF*** way of delivering before schedule and ready-to-use Intellectual property in the form of Intellect™ modules

In this issue of Fintellect, we have tried to capture myriad instances of value creation in the said focus areas using a combination of Products, Services and Solutions. These have helped CXOs and business managers across the world greatly in launching new products and services in the shortest possible time and unparalleled ease of decision making at the right time.

With online banking becoming the norm of the day banks are turning to technology vendors to provide with solutions to ensure customer privacy, data security and immunity against security threats, virus attacks and phishing. It is also important to make these solutions robust, yet affordable. I am proud to share with you the recent launch of Intellect™ PRIVACY CARD, the world's most efficient internet security solution.

On the Insurance front, with the claims market expected to reach unprecedented scale and growth, we launched Intellect™ Claims 1.0, the standardised claims management solution for health insurers. This in fact is the only Acord compliant solution available in the Indian market.

This quarterly edition of Fintellect is an initiative to keep our customers abreast of our experience in value creation, learning and growing together, while driving financial technology forward. Happy reading !

Warm regards
Arun Jain

L0* - <patented> : Polaris way of knowledge shelving and wiring for accelerating business knowledge distribution and usage

** COPARIS - <patented> : Prioritising and delivering business benefits using business outcome heat maps

*** OTIF - On Time In Full

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EXPERT SPEAK



STRATEGIC DIRECTIONS FOR BUSINESS TRANSFORMATION



Shankar Kambhampaty
CTO, Investment Banking Services

The economic downturn has brought into sharp focus the need for CIOs to be strategic in their approaches to business and IT alignment for business competitiveness while being cost conscious on the IT spend. This has clearly led to organizations embarking on only those strategic solution engineering initiatives that can result in demonstrable ROI and competitive advantage in tangible manner.

In this context, the following strategic directions have been observed in banking and financial services organizations in the initiatives undertaken by them in the past year.

Buy what you can, Build what you must and Outsource the rest

With IT budgets being more cost conscious, enterprises are showing a greater inclination to buy and implement products that meet their requirements and build custom solutions only when no product meets their requirements with the required ROI and time to market. And, even when the decision is to build custom solutions, the goal is on having them developed with the lowest TCO including tapping into outsourcing partners wherever appropriate.

Use Architecture as a tool to ensure that IT delivers and is aligned to business

Solution engineering for a niche domain, like what is prevalent in Wall Street majors, calls for an understanding of IT through the eyes of traders, brokers, research analysts, not to mention bankers. This is where architecture fits the bill. An architect fuses IT into the innards of a business problem to engineer a solution that is both intelligent and scalable. Such solutions, are strategic in nature and can help businesses transform, reinvent themselves to meet urgent, immediate needs of today and tomorrow.

There is a growing (and healthy) emphasis in ensuring that “what you need is what is you get” through projects that implement product or custom solutions. Architecture capability is being built and sought for within the enterprise and in partners in order to have a high degree of confidence that it would yield the desired results. There is a greater push towards ensuring that reuse, integration and agility are addressed at architecture level resulting in elegant IT solutions aligned with business needs.

Leverage Technology within and outside the enterprise

The advent of cloud solutions on the horizon is getting several enterprises to ponder over why the entire IT infrastructure needed by them is required to be owned and managed internally. While CIOs are currently cautious in their adoption of cloud computing technologies and solutions, they are clearly open to looking at any possibilities around increasing the utilization of what they currently have through the use of virtualization technologies and reducing the effort needed to continuously upgrade hardware and software on account of changing technologies.

These are some of the strategic directions that are currently being adopted by CIOs of banking and financial services organizations to drive business transformation initiatives. Accordingly, there is increase in organizational initiatives that involve product based implementations (e.g. Core Banking Product) than custom built solutions that result in transformational effects to a bank or financial institution. Invariably, all the enterprises have an enterprise architecture team or an architecture review board to ensure that solutions envisioned actually deliver business value. Standardization and reuse through framework based development is integral part of development approaches of several enterprises including governance mechanisms to avoid the “I know it, I like it, I want it” approach to technology adoption with focus on meeting the needs of business with higher ROI. Use of virtualization technologies to improve server utilization for lower TCO to the extent of looking beyond the organization boundaries through possibilities with cloud platforms and solutions are among many initiatives of enterprises for business sustenance and transformation.



Transformed Speed Of Decision Making



EUROPE'S TOP GLOBAL INSURANCE COMPANY ENGAGES POLARIS TO BUILD CEO DASHBOARD

Selected Polaris for its deep knowledge of the Insurance business & sound expertise in BI/Data Warehousing

The European subsidiary of a Top 15 global insurance company headquartered in Japan, recently engaged Polaris to provide consultancy & services for assisting them with their strategic initiative of building a CEO dashboard. They embarked on a strategic Business process re-engineering program to improve their operational efficiency.

One of the key initiatives of this program was to provide the CEO and the Executive management team with a dashboard to greatly improve decision making process and help them manage the business more effectively. In this initiative, the client wanted to identify critical KPIs that could be used to measure the state of the business. They were unable progress on the overall program as they did not have enough in-house expertise and experience. Their search for a trusted technology partner ended with identifying Polaris for its deep knowledge of the Insurance business & the sound expertise in the BI/Data Warehousing area.

In the first phase of the program involved a series of workshops with the client's Executive Management team the stakeholders were given a walk through Polaris' proprietary Insurance Business Architecture (LO) to help the client's management team to identify the key business drivers for each area of their business such as new business acquisition, distribution, underwriting, policy administration, claims, risk management and finance. On confirmation, these were mapped to KPIs from the Polaris proprietary Insurance Key Performance Indicators (iKPI) framework (a collection of 400+ KPI's across different business areas for General Insurance domain). The initiative is now progressing quite well in Phase 2

Thus, the power of Polaris Insurance Business Architecture and COPARIS framework has enabled the client to identify the right KPIs, measures to track their business operations, and has helped them accelerate the design and development of the dashboard that will transform the way they run their business.

VALUE DELIVERED

Significantly improved decision making process

Polaris Insurance Business Architecture enabled client to identify the right KPIs and measures to track their business operations





Enabled a single consolidated view of the limits...



GLOBAL FINANCIAL SERVICES COMPANY IMPLEMENTS INTELLECT™ CENTRAL LIMITS SYSTEM (CLS)

Benefit of visualizing a single consolidated of limits for a customer and get a perspective of real time risk exposure

VALUE DELIVERED

Multi entity system single product version for six countries on a single instance

Low incremental cost of rolling out the solution

Successfully migrated about 0.36 million customers, 0.18 million loans, and 0.17 million cards and 0.38 million collaterals in four of six countries



The client is a global financial services company, for whom Polaris has been a strategic solution partner for more than 20 years. The client was looking for a system that enables business users to have the benefit of visualizing a single consolidated view of limits for a customer, to get a perspective of the risk exposure online real time and support multiple lines of business and products with easy product configurability.

Intellect™ CLS is SOA based and exposes standard Webservices over TIBCO. The client has also interfaced mainframes with CICS v 3.2 to the web services. In addition the system is a multi entity system (single product version for 6 countries on a single instance). Since it is a multi entity system with a single codebase, the incremental cost of rolling out the solution is very less - the client just needs to create a new branch in the system and run the financial conversion.

Polaris has successfully replaced their existing Insurance Processing and Documents Tracking systems with our Collateral Limits Management Solution (CLMS) in four of six countries. About 0.36 million customers, 0.18 million loans, and 0.17 million cards and 0.38 million collaterals were migrated into the new system during the last implementation.

With credit risk monitoring assuming a lot of importance the bank feels that the investment in a single limits server such as CLMS is easily justifiable and highly recommended.

“We have imbibed a performance-oriented work culture. The bank has managed higher business volumes with marginal increase in staff by leveraging technology, which in turn has enabled us to bring down the cost-to-income ratio.”

J.M. Garg
Chairman - Corporation Bank



CORPORATION BANK, IMPLEMENTS INTELLECT™ CORE BANKING SYSTEM

First Public Sector Bank in the country to implement Intellect™ CBS in all 1100 branches...

VALUE DELIVERED

Bank has the lowest operational costs amongst its peers.

Cost-to-income ratio fell from 44.6 to 32.2 per cent over a three-year period.

Despite huge volumes (approx. 2.5 million transactions a day) the End of Day process takes just 10 minutes



Corporation bank is a leading public sector bank in India with nearly 11.5 million customers. Polaris' association with the client spans over two decades. Initially retail branch automation was rolled out in 500 branches. Subsequently, a centralized Core banking application was implemented in 2003. Core banking implementation has been done in all of the 1100 branches of the client making it the first public sector bank in the country to implement centralized CBS in all branches.

The client achieved a phenomenal business growth post Intellect CBS implementation. Apart from providing the client with lowest cost of ownership, Polaris also helped them in achieving highest business per employee among all the public sector banks.

The software design enabled the client to rack up end of day operations in a flash despite huge volumes (2.5 million transactions a day) the end of day process gets completed in a flash - in just 10 minutes, thanks to the software design.



**Lowest Total Cost of Ownership in any
Core Banking System**



LEADING PRIVATE SECTOR BANK IMPLEMENTS INTELLECT™ CORE BANKING SYSTEM

*State Of the Art Core Banking system touches
1 million customers...*

VALUE DELIVERED

Successfully implemented Core Banking System in all the 350 branches of the bank.

Migrated to a State Of the Art Core Banking System benefitting 9 lakh customers

Low cost per transaction incurred in other competing systems



The client is a leading private sector bank with around 350 branches throughout India. Till recently, all their banking operations were either in local solutions or conducted manually. The bank decided to migrate to a state of the art Core Banking System (CBS).

The client was looking for a CBS in Java/J2EE/Oracle 10G. Bank chose Polaris to customize the bank's core banking system in 2008. Polaris collaborates as a technology partner for the bank and has successfully implemented the core banking system in all the 350 branches of the bank. Apart from the core banking system, Polaris has also provided Trade finance, Anti money laundering and Real-Time Gross Settlement solutions to the client.

The total cost of ownership of CBS provided by Polaris is the lowest for any Core Banking System for a commercial bank in India. The bank with 350 branches runs on just a couple of midrange servers. In addition, the cost per transaction is a fraction of the cost incurred in other competing systems.



Seamless transfer of key financial data



VIETNAMESE COMMERCIAL BANK IMPLEMENTS INTELLECT™ GUB 10.0

Completes non-disruptive migration of 15-year legacy to central location overnight...

VALUE DELIVERED

Data migrated from fragmented systems to a centralized system

Safe migration of the data from a 15-year legacy FoxPro system to a central location overnight

Intellect™ GUB 10.0 was customized and localized to give the bank a competitive edge

The bank is the youngest, yet the fastest growing State-owned banks of Vietnam with 230 branches, over 3500 users with branches in remote areas has gone live with Intellect™ GUB 10.0 comprising core banking, lending, trade finance and treasury. It has the fourth largest branch network among the banks in Vietnam and migrated from a 15-year legacy FoxPro system into Intellect™.

The bank had over 100,000 loans, 75,000 deposits, 135,000 current and savings accounts including Trade Finance and Treasury contracts distributed in decentralized systems. The data migration toolkit in Intellect™ GUB 10.0 ensured safe migration of the data from a 15-year legacy FoxPro system to a central location overnight.

Intellect™ GUB 10.0 for the Vietnamese market is complete with Central Bank (SBV) reports, and SBV chart of accounts, Vietnamese local payments and Vietnamese screens and labels. Intellect™ provided them a comprehensive and innovative solution that gave them a distinctive competitive edge in the market place.

Achieved higher processing accuracy and arrive at the right cost decisions





INDIAN INSURANCE MAJOR IMPLEMENTS INTELLECT™ CLAIMS SOLUTION

*Helps process all health claims in-house using
Intellect SEEC SOA components...*

VALUE DELIVERED

Helped in gauging hospital
credential ratings to arrive at
the right cost decisions

Customer communication
throughout Claims Life Cycle
helped improving customer
satisfaction

Higher claims processing
accuracy and drastic reduction
of processing time

The major private life insurance company had no system in place to track status of the claim, assess hospital credential ratings and help in making the strategic/informed business decision at the right time. The complexity mounted with all claims being manually processed leaving customer no option to check on their claims.

Polaris implemented the Intellect™ Claims Solution the versatile Intellect™ SEEC SOA components. The solution offered key modules like provider management, product configurator, and claim benefit calculator. A centralized process helped in gauging hospital credential ratings to arrive at the right cost decisions, while customer communication at all stages of claims life cycle helped improving customer satisfaction.

The solution helped to achieve higher claims processing accuracy and reduced processing time drastically primarily because it minimized manual handling of the claim forms and documents. The solution is based on ACORD standards.

The solution helped the leading private life insurance company to process all health claims in house. Till date, more than 20,000 claims have been processed on this application. The client won the Edge award for this solution in June 2009.

Cross utilization of technology and resource pools across projects





LEADING UK BASED INSURANCE AND FINANCIAL SERVICES PROVIDER PARTNERS WITH POLARIS

Moves legacy system based reporting and to service oriented reporting services...

VALUE DELIVERED

Cost and effort: over 50%
reduction in production time

Retrieved and aggregated data
from multiple data providers

Multi currency representation in
single reports



The client sells life insurance and financial services throughout the UK. Its insurance and pension plans come close to 400,000 institutions and wealthy individuals through a network of advisers.

The client currently has a legacy system based reporting and wanted to move to service oriented reporting services. Client needed to retrieve and aggregate data from multiple data providers, have multi currency representation in single reports and perform analysis based on fund distribution.

Polaris consolidated and seamlessly integrated the Investment Portfolio of client spread across multiple products/providers into a single report supporting both online and batch mode of reporting.

Polaris Insurance Wealth solution ensured cross utilization of technology and resource pools across projects and technology components across project and thus cost, effort and over 50% reduction in production time.



**Deploying enterprise-class, business-critical
web content...**



POLARIS ENABLED GLOBAL BANK TO STREAMLINE CONTENT MANAGEMENT

*Deploys ICMS solution to collaborate, integrate,
distribute and manage portal change control*

The client is a global financial services company. Polaris has been a strategic solution partner for more than 20 years. The client wanted a process to collaborate, integrate, distribute and manage portal change control. They also wanted to view all information in multiple languages, define filters or personalized rules to respond specific client enquiries and category of users. The solution was required to cater over 30 geographies with different Internet technologies & systems.

Polaris offered International Content Management System (ICMS) along with TeamSite application which offers flexible, scalable, standards-based platform for creating, managing and deploying the enterprise-class, business-critical web content of a portal.

Polaris ICMS solution reduced content management costs by 90% with multi country and region rollouts and with established support models. The solution helped client update the portal contents without third party involvement. This enabled products and promotions reach the end-users on time. A set of customized templates significantly managed content for pre-defined page layouts in portal and improving portal 'change control turnaround time' by 300%. Configurable approval workflows, version control, rollback, audit trail reporting, 24/7 availability were made available to the client.

VALUE DELIVERED

Configurable approval workflows, version control, rollback, audit trail reporting, 24/7 availability were made available to the client.

Reduced content management costs by 90%

Improved portal change control turnaround time by 300%





Accelerated rollout ensured quick and higher ROI for the bank ...



LEADING UAE BANK IMPLEMENTS UNIVERSAL BANKING SOLUTION

Achieves 20% Return On Equity (ROE) for its shareholders

VALUE DELIVERED

Supported centralization of operations and enabled branches to become sales and service centers

Same product version runs in all the countries ensuring accelerated rollout, higher ROI

Unique feature of these implementations is that each additional country rollout is merely a "cut and paste" operation

The client is one of the largest banks in the UAE with a 300,000-customer base; it operates in 13 countries across four continents. It has been aggressively growing its international operations.

The bank required a Core Banking System, which offered a "customer-centric" solution to run all its international branches, across the product lines, an off-the-shelf product, which could be stretched to meet the changing needs of the industry. It also wanted a system that offers STP for transactions, supporting centralization of operations and enabling branches to become sales and service centers and finally a system that meets their current and future needs; scalable, flexible and efficient.

The Intellect™ UBS implementation comprised Core Banking and Consumer Credit and Finance operations of the bank. After the rollout in the UAE, the bank has now launched operations in Hong Kong and Jordan. The unique feature of these implementations is that each additional country rollout is merely a "cut and paste" operation of the head office data with changes such as local taxes, local reports and parameters being changed using scripts.

The entire rollout is being managed by the banks IT Department themselves with minimal support from Polaris Software. This accelerated rollout ensures quick and higher ROI for the bank and has ensured that despite these international expansions and challenging market conditions the bank has achieved a 20% Return On Equity (ROE) for its shareholders.

The same product version runs in all the countries and this is proof of the flexibility offered by Intellect™ to define different products, fees & charges, reports, taxes, and regulations for different countries.

Enabled bank to rapidly launch new products for emerging lines of business...





ONE OF PHILIPPINES' LARGEST FINANCIAL CONGLOMERATES CHOOSES INTELLECT™ CORE

Implements a global Core banking application that supports CASA...

VALUE DELIVERED

Modular approach with multi-module tailored solution from the flexible Intellect™ GUB

Standardized operations in Japan through a single platform, remittance operations

Improved regulatory compliance to Japanese banking requirements

The client, located in Japan, is the flagship company (bank) of Philippines' largest financial conglomerate. The Bank owns substantial equities in a roster of allied and non-allied undertakings.

The client's legacy application did not support CASA. The challenge was to implement a global, business engine rich core banking application, which will also cater operations consolidation, automation, straight-through processing and improved regulatory compliance.

The Intellect™ suite adopted a modular approach with multi-module tailored solution from the flexible Intellect™ GUB.

The solution harnesses the power of SOA to modernize bank's technology platform and enables bank to rapidly launch new products for its emerging lines of business.

The benefits included modular architecture, mature business process, and high degree of Straight-Through Processing (STP) solution which enable the client to standardize overseas operations in Japan through a single platform; standardize remittance operations and compliance to Japanese banking regulatory requirements.

Resulted in sharp increase of High Net-worth customers





INDIA'S SECOND LARGEST BANK REALIZES INCREASED CUSTOMER BASE...

It also helped them significantly improve better customer service

The bank's Private Banking Group offers financial products and services to the 'High Net worth Customer' segment through multiple booking centers (Bahrain, Singapore, India, Oman etc.) across the globe.

The bank required Order placement to settlement, Support multiple asset classes, Financial advisory services, Integrated customer relationship, Relationship based statements and client reporting, and integrated application security providing profile based access.

Intellect™ Wealth suite of products along with customized feature development suited such a defined challenge that would ultimately help the banks 'High Net worth Customer', business growth and competitive edge.

Intellect™ Wealth team helped the client to achieve increased productivity with migration from an excel-based system (over 80 excels reports) to a GUI based Open Platform. It further helped them realize a drastic increase in customer base and significant improvement in customer service with the ability to support 5000 orders per annum, 100 users (30+ concurrent).

VALUE DELIVERED

Increased productivity with GUI based Open Platform

Ability to support 5000 orders per annum

Service through multiple booking centers



Increased speed of business and agility through innovative use of SOA...





POLARIS' SOA COMPOSITE APPLICATION ADDRESSES TWIN PROBLEMS FOR TOP US LIFE INSURANCE PROVIDER

The solution integrated different business system to resolve Data aggregation resulting in powerful portfolio statements

The leading life insurance provider has two business systems to maintain two different categories of business. Agents had to traverse through two different systems for even a simple query. The client found it too hard to manage the stringent time lines of the regulatory authority and IT systems' inability to fulfill their demands. They wanted to consolidate reports and also wanted to embark on a new initiative to provide sophisticated portfolio statements to the clients and wanted IT to pursue the same in spite of the known system weakness

Polaris created a SOA Composite Application using BEA Aqualogic Data Services to gather data from different business systems to address Data Aggregation issue. And also re-used the Xenos Print Infrastructure to create sophisticated Portfolio Statements

The solution addressed the twin problems of data aggregation and creating powerful portfolio statements. The solution was further integrated with BO and portal mechanisms to deliver the information seamlessly. Roll out of over 72,000 client records of the Wealth Account Reports for over 8000 partners/advisors. Generation of consolidated and sophisticated portfolio report (20 pages) to over 400,000 customers

Polaris increased the speed of business and agility through innovative use of SOA thus solving the business problem and putting together a technology platform to be leveraged for newer initiatives.

VALUE DELIVERED

Manage the stringent timelines of Regulatory Authority and enable the IT Systems inability to fulfill their demands.

Roll out of over 72,000 client records for over 8000 partners/ Advisors

Generation of consolidated and sophisticated portfolio report to over 400,000 customers





Enable Near Shore Testing Services for their business critical projects...



LEADING UK BASED TESTING SOLUTIONS SPECIALIST PARTNERS WITH POLARIS

With its focus and strategy for Near Shore Centers, business critical projects and projects involving Data Security, Polaris has emerged as the ideal partner.

VALUE DELIVERED

Near Shore Testing Services across the Testing Life Cycle

Niche Testing Areas such as Performance Engineering, SAP, Siebel Testing

Business assurance and Analysis

The UK based leading Testing Solutions Specialist, worked with a number of leading Insurance and Financial Services Institutions in the FTSE 100. They provide specialized services in the areas of Test Consultancy, Consultative Test Strategy Reviews, Test Process Assessments, Business Assurance and Analysis and others.

They have been facing a growing demand from its customers for Near Shore Testing Services for their business critical projects and projects involving Data Security issues. They were looking for a partner with a proven Near Shore Delivery model, coupled with deep Domain Expertise, comprehensive Testing capabilities, and well defined processes for Outsourcing.

With its focus and strategy for Near Shore Centers, and over two decades of domain led outsourcing experience based on CMMi model, Polaris has emerged as the ideal partner. They have signed Polaris as their Strategic and Exclusive Near Shoring Partner to provide a flexible capacity from its Belfast Center.

In one of the first projects in this engagement, Polaris is providing Testing Support on a 24*7 Migration Testing project for one of the largest global financial institutions.

“We consider this award to be a valuable recognition of the overall results NBAD has achieved during 2009 in the highly competitive financial services environment of the UAE”

**Mr. Michael Tomalin,
Chief Executive, NBAD**



WE WORK WITH WINNERS

Our client hogged the limelight in multiple disciplines...

National Bank of Abu Dhabi (NBAD)

For the second consecutive year, the National Bank of Abu Dhabi (NBAD), the number one bank in the UAE, was awarded the Best Local Bank in the UAE Award from Emeafinance, the prestigious publication.

NBAD was recognized as the best local bank in the UAE due to the fact that it has managed to establish itself as a leading bank in the country in difficult market conditions.

Emeafinance's Middle East Banking Awards recognise banks that stand out among their peers, demonstrate leadership in their home markets, top the performance and deal-making tables both in individual countries and across the Middle East. Winning the Best Local Bank in the UAE Award adds to a list of 2009 credits, including making the list of the World's 50 Safest Banks by Global Finance; Best Bank in the UAE by Euromoney; Retail Bank of the Year in the Arabian Business Achievement Awards 2009; Best Corporate Governance Award from Hawkama; Best Personal Loan in the Middle East from Banker Middle East; 2009 Best Investors Relations Company Award from Middle East Investor Relations Society; and The Strategic banking Website in the UAE from the Pan Arab Web Awards Academy.



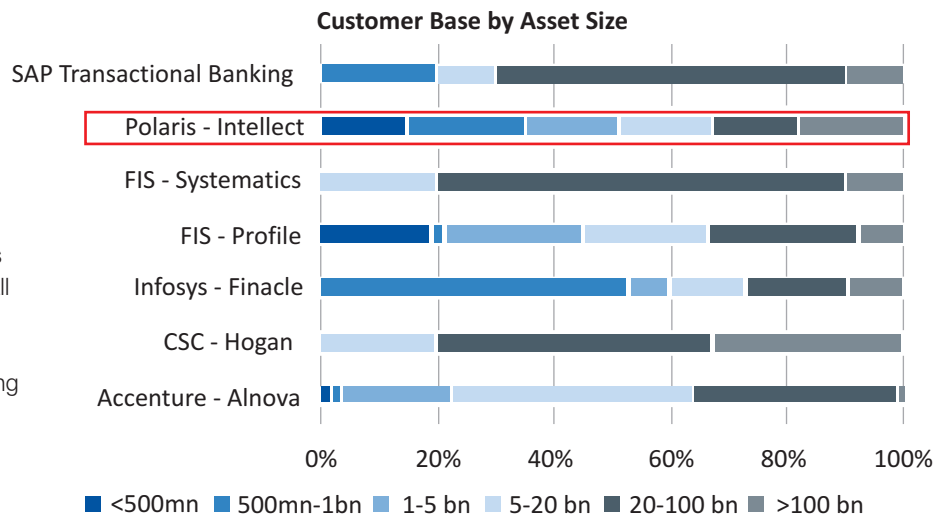
ANALYST SPEAK



CORE BANKING SOLUTIONS

Polaris emerges as one of the top vendors for providing Core Banking Solutions worldwide: Celent, 2010

Polaris is the only vendor who has its Core Banking system running in small size to large size banks with equal importance. Polaris has been instrumental in providing Core Banking Solution to all sizes of banks globally.



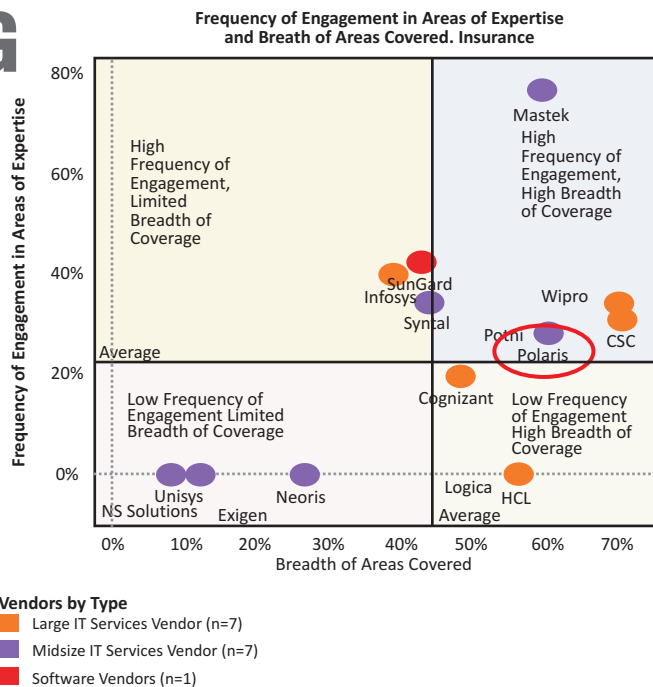
SOURCE : Core Banking Solutions for Large Banks : A Global Perspective - Bart Narter, Rajesh MR, February 2010



POLARIS RATED AMONG TOP 5 VENDORS BY CLIENT ENGAGEMENT

Frequency in IT services in Insurance: Aite Group, 2010

Polaris features amongst the top five IT services vendors by client engagement frequency in insurance. Polaris is also identified as one amongst the few vendors having extensive breadth of insurance coverage and high frequency of engagement and also displays deep industry expertise with broad geographic reach.



SOURCE : IT Services Vendors in Insurance: An Overview - Gwenn Bezard, Aite Group, April 2010



SPOTLIGHT

Polaris at Banking Vietnam 2009

Mr.K.Srinivasan, Head - Monetization Strategy & Global Alliances was the keynote speaker at the Banking Vietnam Conference on the topic - Leadership Strategies for Vietnamese Banks - a provider's perspective.



Luncheon meeting with the Governor of the State Bank of Vietnam and other key dignitaries from the Government at the conference.

SPOTLIGHT

Launch of Intellect™ Claims 1.0



Panel discussion moderated by SR Ramaswami - Partner & Business Head Insurance, Polaris, on the topic "Health for all"

Panelists (Left to Right) : Sameer Bali, Partner - Business advisory services & national leader, Insurance sector, E & Y Pvt Ltd., N Raveendran, Managing Director, Alegion Insurance Broking Ltd., Leena Joshi - AVP. Life Profit Centre at Tata AIG Life Insurance., Praveen Gupta - Chief Executive Officer - Raheja QBE, Dr. Arokiaswamy - Professor, Department of Fertility Studies, International Institute for Population Sciences, Mumbai, Anita Pai - CIO at ICICI Prudential Life Insurance Company Ltd



Arun Jain, Founder, Chairman & CEO, Polaris Software seen in conversation with Praveen Gupta, Chief Executive Officer - Raheja QBE and BD Banerjee, Former Member of the Consultative Committee of Insurance Regulatory and Development Authority (IRDA)

SPOTLIGHT

NASSCOM India Leadership Forum 2010



Arun Jain addresses in NASSCOM India Leadership Forum 2010.



Panel discussion on the topic 'Re-engineering & Transformation: Key Drivers of Financial Services Outsourcing' Panelist: (Left to Right) Rodney Nelsestuen, Sr. Research Director, Tower Group, Arun Jain, Founder, Chairman and CEO, Polaris Software as Chairperson and panelists Gary Strain, CTO, RBS, Punit Sood MD & Head India Technology, JPMC and at the NASSCOM India Leadership Forum 2010.



SPOTLIGHT

Launch of Intellect™ Privacy Card

Prof. M S Ananth - Director IIT Madras, launching the Intellect™ Privacy card, the world's most efficient security solution and this was handed over to Ramesh Ganesan, Executive Vice President and Head of Transaction Banking, IndusInd Bank, our first customer. Govind Singhal, President and COO, Polaris Software Lab P N Venkatachalam, Chairman, Lasersoft, a Polaris group company are also part of the launch.



Prof. M S Ananth - Director IIT Madras, delivering the Keynote address at the launch function.

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