

Bank of Communications relies on Sterling Commerce for secure file transfer



Bank of Communications

Location

Shanghai, China

Industry

Financial Services

Business challenge

Resolve the challenge of data transfer

Solution

Connect:Direct®

Benefits

- Update infrastructure
- Adopt a world-class solution
- Invest in a best-practice system

Customer background

With the opening of China's market for the WTO agreement and the 2008 Olympic Games, Chinese banks are rushing to improve their infrastructures. Naturally, this includes ambitious data centralisation projects to network their far-flung branches, which sometimes number in the tens of thousands. To underscore the potential value of these projects, China Banking Regulatory Commission chief Liu Ming Kang has been quoted as saying, "For the first time in Chinese banking history, banks have been armed with the tools to measure the performance of branches."

This pressure is higher for Chinese banks listed internationally, such as Shanghai-based Bank of Communications (BoCom), the first Chinese bank to successfully complete an initial public offering in Hong Kong in June 2005. In the same month, BoCom finished centralising data for its wholesale banking operations, and is now doing the same for retail banking data in a year-long project scheduled to be completed in August 2006. To realise its goals, however, it needed a reliable file transfer solution in order to connect the dots.

Business challenge

As one of China's largest banks, BoCom needed to quickly resolve the challenge of sending files between its headquarters and branches. Although it often develops IT systems in-house, it turned to Sterling Commerce for its data transfer needs.

"We are very concerned about data centralisation," says Hou Weidong, BoCom's chief information officer, in Mandarin Chinese. "Better-informed management is a key issue to modern banking operations. With centralised data management, the headquarters will be able to monitor branch level performance timely and accurately." Thus, a secure file transfer solution is critical.

Solution

"We attach a great importance to security management with regards to data/file transfer," says Hou. "Besides conventional security-maintaining measures such as fire walls, we have also installed Connect:Direct." Connect:Direct is the flagship secure file transfer solution for files of all sizes, even multi-gigabyte files, and runs on

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Chief Information Officer,
Bank of Communications

over 45,000 servers around the world. With assured delivery over private networks or the Internet, it counts large global financial institutions worldwide as its customers, including Wachovia Corp, HSBC, DBS Bank, and Shanghai Commercial and Savings Bank.

BoCom is leveraging the proven expertise of Sterling Commerce to solve its challenges to maximise its sizeable investment in a new data system and in centralizing disparate strands of data for maximum benefit. According to Zhou Hengchang, head of the general engineering office at BoCom's Software Development Centre and the person in charge of operational issues, "Before we installed the Sterling Commerce solution, we used the (freeware) FTP to transfer files between branch and head office. The operators always needed to know the IP address and the password each time, which created potential for breaches."

"We installed Connect:Direct between the branch and headquarters' computer systems. It's a secure non-FTP solution with no IP address and password requirement. These criteria were set up beforehand, so the data transfer becomes a dialogue between the two Connect:Direct systems—in the branch and the head office. Less labour, increased security—only those with access to Connect:Direct-installed computers with the same set-up have access to the system."

About Sterling Commerce

Sterling Commerce, an AT&T Inc. (NYSE:T) company, helps companies optimise and transform their Business Collaboration Network quickly, easily and securely so they can accelerate revenues, reduce costs and protect their enterprise. Sterling Commerce provides more than 30,000 customers worldwide with applications and integration solutions to connect, communicate and collaborate with their customers, partners and suppliers. Learn more at www.sterlingcommerce.uk.

Key benefits

By using a world-class, best practice solution trusted by 90 percent of the top international banks, BoCom is able to bring its infrastructure improvement up several notches through the proven secure, reliable, and speedy delivery capabilities of Connect:Direct. This is especially important for a bank that is making its mark in a rapidly changing, high stakes arena like China, but also true for banks all around the region that do not have world-class file transfer solutions.

With the stability of China's banking system relying so heavily data centralisation of its banks, the importance of having a fast, secure and reliable file transfer system is paramount. With BoCom realising the benefits in adopting Connect:Direct, it is not just successful international IPOs that are bringing Chinese banks into a global fraternity of banks, but also investments in a best practice solution for file transfer that ensures security, reliability and efficiency.

Sterling Commerce
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