



Frédéric Arman, Delivery Manager Wealth & Asset Management Benelux, VERMEG

Anne Thiel, Regional Sales Executive, VERMEG



CASE STUDY

VERMEG migrates its solutions to SaaS mode using Telindus' U-Flex offering

A major player in the publishing of software for the financial sector, VERMEG, through its subsidiary Solfia, has chosen to host its platform on Telindus' U-Flex managed infrastructure offering. In this way, the company intends to distribute its SaaS mode solutions to its customers more efficiently with the highest security guarantees and all the flexibility required.

With 1700 employees worldwide, Vermeg is a leading provider of financial software. With its broad portfolio of solutions, the company serves the banking, capital markets and insurance industries. «As a software publisher, we contribute to the digital transformation of the financial industry,» explains Anne Thiel, Regional Sales Executive at VERMEG. In this context, VERMEG operates a platform to distribute our solution designed for life insurance stakeholders in SaaS mode and, with it, a set of complementary services.»

With this platform, VERMEG allows its customers to focus on their core business by delegating their non-core activities. The approach covers the entire value chain, from infrastructure hosting to data migration and security, as well as multi-depository portfolio consolidation services. In addition to this tool for insurance companies, the platform also hosts the Custodix solution, which facilitates the problem of collecting custodian data.

— Finding a new partner to leverage technology



U-Flex solution to guarantee optimal customer service

To guarantee optimal service to all its customers, VERMEG chose to rely on Telindus' U-Flex offering. Following the shutdown of its former supplier, the company had to find a new partner. «This change was an opportunity for us to reshape our SaaS platform, with the aim of taking advantage of the latest technological developments in infrastructure management and offering our customers greater flexibility,» comments Frédéric Arman, VERMEG's Delivery Manager Wealth & Asset Management Benelux «While we wanted to make major changes as part of this transformation, the migration of the customer base had to be completed in less than two years.

It was a challenge to successfully complete such a project in a highly regulated sector. Not only did VERMEG need to find a partner that could provide all the guarantees of compliance with the financial sector regulator but also one that was sufficiently solid to convince customers of the desirability of this change.

«To comply with Luxembourg's regulatory constraints, which are stricter than those imposed by the regulator in other countries, we had to rely on a Luxembourg partner,» continues Frédéric Arman. «Luxembourg is an ICT hub, offering a high level of security, with Tier IV certified data centers and connectivity that is among the best in Europe. From Luxembourg, we can meet the expectations of our local customers, as well as serve actors located abroad.»



A quality partner in terms of security and connectivity

A long-term partner

VERMEG looked for a partner that could complement the application solutions by addressing the specific security and connectivity needs of its customers. «More than just an 'infrastructure as a service' provider, Telindus offers an application management service. We were able to delegate the operation of our database middleware to its teams,» explains Frédéric Arman. «We have found a partner who will support us in our long-term development thanks to the flexibility of its U-Flex technology offering, which allows us to combine local hosting bricks with the public cloud. Each customer benefits from the advantages of mutualization while enjoying great scalability of the resources they use. It helps us to achieve the best 'cost-efficiency' ratio.»



A vision for the future and development

Gaining the trust of customers

To implement the migration, it was first necessary to obtain the confidence of VERMEG's customers in Telindus' ability to guarantee the level of service, the security of their data and the availability of distributed applications in SaaS mode from the infrastructure. As part of this migration and for the deployment of new customers, Telindus is working closely with the VERMEG team to address customer concerns and provide the necessary guarantees, which includes the ISO 27001 certification that the operator can claim. «Today, our teams know each other well. Our collaboration has enabled us to set up configuration templates that now allow us to welcome and integrate new customers in record time,» comments Anne Thiel.

VERMEG is now positioned as a pioneering solution within Vermege to offer SaaS mode. "SaaS solutions are increasingly in demand by our customers," says Anne Thiel. "The health crisis has reinforced this trend, with players more eager than ever to benefit from the various advantages of this mode of use, namely speed of implementation, data security, simplicity and availability. In the future, by leveraging Telindus' expertise, VERMEG will be in a position to continue to develop its SaaS offering by deploying platforms for other Vermege solutions.»

Read their story



«Each customer benefits from the advantages of mutualization while enjoying great scalability of the resources they use. In this way, the best «cost-efficiency» ratio is achieved. «

FRÉDÉRIC ARMAN – Delivery Manager Wealth & Asset Management
Benelux VERMEG

VERMEG in brief

VERMEG is a specialized software house covering three main market segments in financial services: Banking, Capital Markets and Insurance. Our business solutions are designed to address the challenges linked to the transformation of the financial services industry. As information system architects, we ensure our clients can achieve cost reductions and Time-To-Market control in the modernization of their information systems. In addition to offering standard software solutions that meet evolving digitized needs, VERMEG provides tailor-made solutions based on our own tools, project and business expertise. VERMEG has over 1700 employees, with presence in Australia, Belgium, Brazil, China, UK, France, Germany, Japan, Hong Kong, Luxembourg, Mexico, Netherlands, Singapore, Spain, Tunisia and United States. The company supports more than 550 clients in 40 countries. For more information visit www.vermeg.com