

Since 2005, Zanders has been working in close partnership with SkySparc in projects relating to Wallstreet Suite (WSS), the treasury management system developed by Wall Street Systems. Zanders and SkySparc offer an effective bundling of technical expertise and business knowledge, supported by a transparent, project-based approach. AEGON has already profited from the combined knowledge and expertise of the two firms.

Zanders and SkySparc: well-versed in Wallstreet

The specific strength of the partnership lies in the complementary nature of the services offered by the two companies. SkySparc's forte is technical issues and WSS-related expertise. The Swedish company has close ties with Wall Street Systems and offers support services and complementary products to WSS clients. The Zanders consultants offer expertise in treasury management and project management. Zanders also has a great deal of substantial and functional knowledge of and experience with WSS (and other treasury management systems). In addition, Zanders has a strong presence in the Dutch market. One example

is the meetings regularly organised by the firm for WSS users. Both WSS partners also share a similar corporate culture, which further enhances the strong partnership between the two. Both are relatively small organisations that offer a high level of expertise and quality awareness and have a pragmatic and thematic approach.

The partnership can take a variety of forms. In the next few years, the focus of the collaboration – besides the 'regular' implementations and studies in the field of WSS – will primarily be on



upgrade projects. In 2007, Wall Street Systems released a new build of WSS to the market: version 7. This version includes a large number of changes. For example various WSS components have been integrated within the new release. Upgrading from the previous version to version 7 is such a complex affair that there will be a strong demand among WSS clients for support from WSS experts in the next few years. Zanders and SkySparc can help these organisations successfully upgrade their applications. The combination means guaranteed quality and the optimum management of lead times and project costs.

AEGON

The alliance between Zanders and SkySparc did not appear out of thin air. The two companies have already successfully worked together in the past on a variety of projects. A recent example of such collaboration is the SWIFT project at AEGON. Prior to this the AEGON Group Treasury department used four different banking applications for its payments relating to treasury transactions. Each application had its own interface with WSS. AEGON wanted to replace these four interfaces by a single interface with SWIFTNet, which would benefit both maintenance and reliability. As AEGON Bank already had the necessary infrastructure for the SWIFT network in place, the investment was limited to the development of an interface, the training and some investment in middleware for the encryption of data traffic. For the construction of the interface, AEGON relied on the technical expertise of SkySparc and the business expertise of

Zanders. As a result, the SWIFT interface was successfully implemented in February of this year within two of the banks used by AEGON. The remaining two banks are expected to follow suit shortly. In addition to the STP solution, the decision was also made to implement a SWIFT Alliance Workstation. This workstation is used for manual payment orders and the monitoring of data traffic. The online banking applications are also retained as a backup for situations where WSS, the SWIFTNet interface or the SWIFT Alliance workstation is unavailable.

Taking its cue from Group Treasury, AEGON's Group Finance department has also switched to SWIFT for its payments, and other departments within the AEGON Group have also shown an interest in a SWIFT solution for their money transfers, whereby the AEGON Bank infrastructure is utilised. <



▶ **WOULD YOU LIKE TO KNOW MORE ABOUT WALLSTREET SUITE, SKYSPARC OR SWIFT? PLEASE CONTACT BART TIMMERMAN ON TEL: +31 (0)35 6928 989.**

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