



Case Study: Digital China Financial Software

Business Value

- Lower TCO
- Faster turnaround time for new services and products
- Flexible resource allocation
- Remote management
- Full system redundancy
- Scalable capacity for future growth

Executive Summary

Digital China Financial Software chose Egenera® solutions to achieve server consolidation, simplify its IT architecture, and enable simplified systems management. In addition to these benefits, Egenera solutions deliver faster service deployments, increased system availability and a lower total cost of ownership. The end result for Digital China Financial Software is better risk management, improved customer satisfaction, and a strong foundation for future business growth with an ability to scale deployments on-demand.

"The flexibility, speed, efficiency and robustness of the Egenera BladeFrame system ultimately allow us to reduce our business risk,"

*Li Yang
IT Support Manager
Outsourcing Business
Operation and Support Centre
Digital China Financial Software*

Business Challenge

Digital China is the largest IT service provider, the second largest financial solution provider, as well as the only local provider of high-end financial consultancy service in China. Digital China requires a sophisticated IT platform to support its fast-growing business. In particular, the company's data center demands the highest levels of reliability and performance, especially since it provides mission critical services for the financial sector. Digital China Financial Software has also become an important backup force for China's banking industry wanting to expand overseas, and for foreign banks seeking business development in China. For both roles, the company must support its clients as they progressively take their business to the next level.

Yet as Digital China Financial Software grew, so too did the complexity of its operational environment. The company's original legacy server architecture had become a disparate assortment of servers that was beginning to limit its flexibility and market agility. More than this, the outdated server environment required highly specialized IT skills even for routine maintenance, making it a costly and time-intensive operation to maintain.

"Our original architecture was no longer meeting the demands of our business," explained Li Yang, IT Support Manager, Outsourcing Business, Operation and Support Centre, Digital China Financial Software. "The time had come to upgrade to a new platform that could support our future growth. After reviewing the market, we knew Egenera could help us maximize our IT investment by providing scalable capacity, reducing downtime, and enabling rapid deployment. Lower TCO was the deciding factor for us, and Egenera met all our requirements."

Egenera Benefits

Egenera makes every data center a reliable dynamic data center, quickly and easily. The company's integrated enterprise data center solutions, powerful PAN Manager® software and professional services are trusted globally to deliver proven value through agility, reliability and availability. Egenera solutions and services guarantee wire-once, always on, physical and virtual management across the data center with measurable savings.

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"Digital China Financial Software has developed unique strengths by combining its worldwide experience and banking solutions with local market conditions in China," said Li. "It leads and empowers the banking industry and its clients to move forward by providing professional IT services with real added-value. The Egenera BladeFrame system plays a critical role in this, enabling Digital China Financial Software to provide excellent service and more value to its clients."

Speed, flexibility and reliability

With Egenera, Digital China Financial Software is now able to bring products and services to the market more quickly. Moreover, with fewer failure points than its previous system and full system redundancy with no single point of failure, the company also enjoys improved reliability and availability. By simplifying server management and increasing the number of servers a system administrator can manage, the company has achieved greater flexibility in resource allocation, reallocation and repurposing, and can more easily respond to changing load conditions and business opportunities. This all translates into a more responsive service and an enhanced customer experience.

"The flexibility, speed, efficiency and robustness of the Egenera BladeFrame system ultimately allow us to reduce our business risk," added Li. "It also supports us in our goal to become a lean, green, modularized and intelligent data center."

Centralized management

With a vast operational area that covers the entire nation of China, Digital China needed a server platform that could streamline management and make its Service Level Agreements (SLA) easier to enforce.

With Egenera solutions, the company enjoys centralized management for easier monitoring and alerts, as well as remote management for off-site maintenance and adjustments. The separation of processing resources and host configurations also means that the company saves on hardware and management costs, while also enhancing the flexibility of its new deployments.

"The success of a data center is determined by its Service Level Agreements, its customer experience, its cost-efficiency, and its power consumption," said the Digital China Financial Software executive. "We've always aimed to operate and grow our data center in an economical and environmentally-friendly way, while also assuring that we meet our Service Level Agreements and deliver an appropriate customer experience. Egenera provides a strong foundation for us to achieve that."

Other Benefits

Egenera systems are fully heterogeneous, capable of running Linux, Windows and Solaris on a single platform, which was another important factor for Digital China Financial Software's decision. Currently running Java, Weblogic, Oracle and a proprietary banking system, Digital China Financial Software relies on Egenera to deliver the same flexibility and seamless service that it delivers to its own customers.

Additional key functionality includes Egenera's diskless processing blades, built-in clustering, hot-swappable components and virtual switches. Perhaps most critical, however, is the close attention that Egenera pays to after-sales service and support.

"We have great confidence in our future co-operation with Egenera," concluded Li. "Compared with other fast-growing hi-tech companies, Egenera provides a practical, reliable service that unlocks the full power of IT."

About Digital China Financial Software

Digital China Financial Software is a dedicated IT service company subordinated to Digital China Holdings Limited (HK: 0861). Having 20 years solid IT service experience in banking industry, Digital China Financial Software helps clients to plan, implement and manage enterprises' IT architecture, and provides customer-oriented, perspective businesses and management consultation services, as well as advanced and comprehensive solutions and IT service on demand.

As a leading IT services provider, Digital China Financial Software commits itself to providing local services with an international vision. Based on global resources, it serves Chinese market with most advanced IT services, to help local banks become internationalized, and strives to become an industry expert of future solutions and product delivery.

Headquartered in Beijing, Digital China Financial Software has more than 1200 employees, located in Shanghai, Guangzhou, Shenzhen and Xi'an business centers, which also serve as customer service centers and project customization centers, where gather the outstanding talents in the area of consulting, solution designing, development and project management, to provide timely services to customers.

According to the statistics from IDC, Digital China is the largest IT service provider, and the second largest financial solution provider in China.



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