



AVANTGARD ASP AND HOSTING SERVICES

AvantGard offers treasury, risk and cash management solutions for corporations, financial institutions and the public sector to help them gain visibility to daily cash positions, reduce manual processing, decrease operating costs, and drive improved management of liquidity and risk.

AvantGard's front-, middle- and back-office treasury systems offer comprehensive cash management, forecasting, and the ability to integrate cash exposures into a common view. Further, using automation and reporting, companies can improve management of financial risk, debt, commodities, liquidity, interest rate and FX movements.

SunGard AvantGard extends its commitment to delivering flexible Treasury solutions to meet our customers' diverse requirements by offering ASP (or Software As A Service) and Hosting Services. SunGard AvantGard's ASP and Hosting Service provides your business with outsourced IT, hardware and application management for the AvantGard Treasury solutions by leveraging SunGard's leadership in managed services and disaster recovery. SunGard AvantGard Hosting Services reduces the total cost of ownership of your application by decreasing the IT and infrastructure costs while also offering a single point of contact for all IT support and application management requirements.

SunGard AvantGard has partnered with another SunGard division, SunGard Availability Services, a leading provider of hosting and business continuity planning, to provide AvantGard with an ASP and Hosting deployment model, capitalizing on SunGard's widespread success of providing ASP and Hosting solutions in a broad range of industry areas including Receivables Management, Collateral Management and Reconciliation Processing.

Key Challenges:

- Lack of IT Resources
- Unable to Support New Implementations
- Disparate Support Structure
- Slow Response Time to Requests
- Require Sarbanes-Oxley Compliance

AvantGard ASP and Hosting Services:

IT, application management, disaster recovery, project services, upgrades and database.

Benefits:

- Faster Response Time
- Accelerated Implementation Program
- Dedicated Support Team
- Lower Total Cost of Ownership
- Intimate System Knowledge
- Single Point of Contact
- Secure IT Infrastructure
- Scalability

ASP or Hosting Model Concept



Traditionally, departments within an organization have to ensure that support for their business processes are a priority with their in-house IT departments or enterprise wide IT outsourcing companies. Deploying and supporting these processes usually involves various, disparate components as shown in figure 1 below.

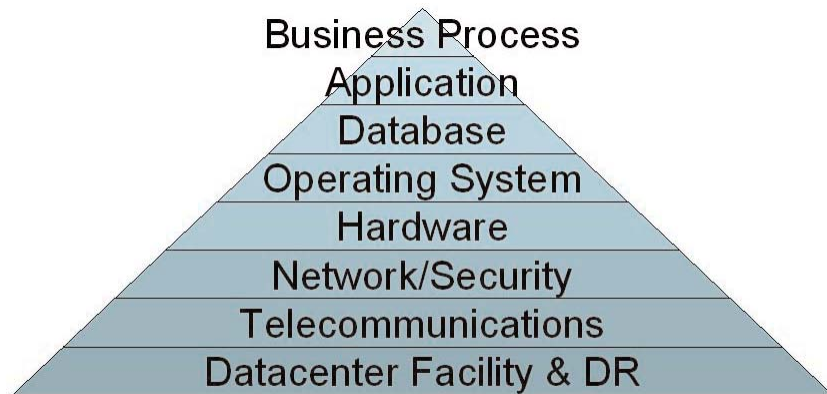


Figure 1: Components of an IT Service - Traditional Deployment

The ASP or Hosting model allows businesses to focus on their business processes and IT to focus more on strategic direction - their core competencies - and leaves the deployment and support to SunGard AvantGard shown in Figure 2.

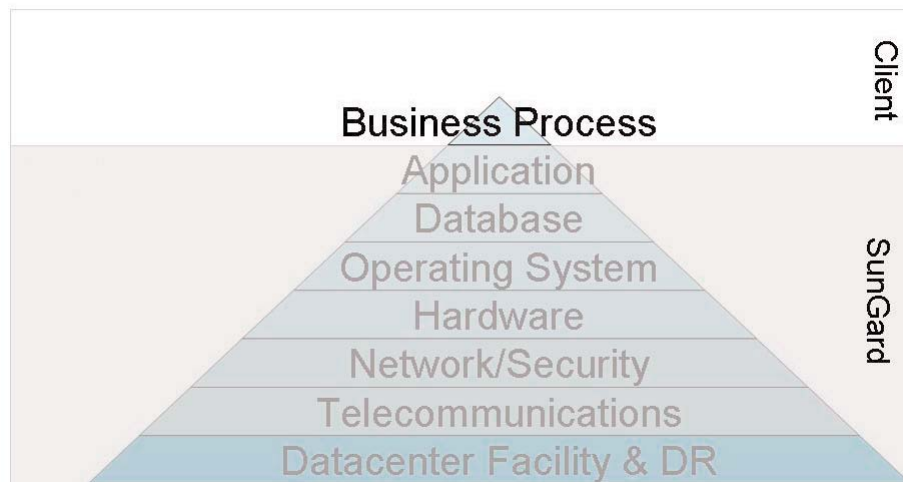


Figure 2: Components of an IT Service - ASP or Hosted Deployment Model

Additionally, the ASP or Hosting model reduces the need for organizations to tie up or increase internal IT personnel in order to deploy or support new services.

DEPLOYMENT CONSIDERATIONS AND THE SUNGARD ADVANTAGE

When determining whether to use the traditional in-house deployment model, enterprise wide outsourcing of IT infrastructure and support, or SunGard's ASP and Hosting services , there are a number of factors to consider. These factors include:

Availability and Expertise

Before undertaking the delivery of any new, business critical IT service, it is imperative that there is sufficient IT technical support and deployment capacity and expertise to be able to understand, deploy, manage and support required components of the underlying infrastructure required to facilitate the service.

The SunGard Advantage - The technical resources responsible for deploying and supporting the software solution have unprecedented expertise and experience in this suite of applications, removing the learning curve associated with new IT service deployments.

Capital Expenditure

When deploying a software solution in-house, purchasing some degree of hardware, such as server infrastructure, extended backup capacity or network infrastructure, is often required as a platform from which to operate the software. This capital expenditure can, depending upon the organization and the scale of the deployment, be significant.

The SunGard Advantage - There is no up-front fee for hardware purchases when using the ASP model.

Drive to Reduce IT Operational Expenditure

Increasingly, organizations are seeking to achieve the maximum possible return on investment by improving efficiency and reducing long term operational expenditure.

The SunGard Advantage - With the ASP or Hosting model, organizations do not have to utilize IT existing or additional IT resources to achieve high quality deployment and support.





Data Center Capacity

Given rising energy prices, data center floor space as well as cooling and resilience is increasingly becoming a factor in determining deployment strategies.

The SunGard Advantage - SunGard AvantGard partners with SunGard Availability Services, allowing access to numerous SAS 70 certified, tier IV data centers across North America with a tried and tested infrastructure model.

Roll Out Timescale Requirements

There is a large number of factors to be considered when rolling out a solution including the urgency of the solution, impact on compliance, IT expertise, as well as potential financial implications.

The SunGard Advantage - SunGard's unparalleled application experience and expertise eliminates learning curves and helps ensure accurate, timely roll-outs.

Service and Operational Level Agreements

Support agreements, system availability service or operational level agreements are required to help both the IT teams and the business application users understand the level and provision of support required.

The SunGard Advantage - Traditional, in-house deployments can often make any service level agreements almost unenforceable. With the SunGard AvantGard ASP or Hosting model, a single provider is responsible for all aspects of the delivery solution, allowing solid service level agreements, with appropriate penalties available to ensure compliance.

ASP, ENTERPRISE AND VIRTUAL HOSTING DEPLOYMENT MODELS

SunGard AvantGard offers a selection of ASP and Hosting models.

Enterprise Hosting Delivery Model

With the Enterprise Hosting Delivery Model, SunGard AvantGard performs the duties of an IT team by managing all aspects of the IT infrastructure used for the AvantGard suite of applications. All of the server infrastructure and the AvantGard application licenses are owned by the client, but SunGard manages the deployment and support. This is the most configurable deployment model.

Virtual Hosted Environment Delivery Model

With the Virtual Hosted deployment model, SunGard AvantGard owns and procures all required infrastructure and hosts within the same SunGard Availability Services data centers. All administration is provided by SunGard using resources from SunGard AvantGard and SunGard Availability Services. SunGard configures the environment using pre-determined processes which are in line with industry best practices. SunGard uses a private, multi-node virtual infrastructure which is divided into dedicated sections for customers to lease.

These virtual hardware resources are part of a larger physical hardware pool which SunGard procures, maintains and refreshes as needed.

Application Service Provider (ASP) Delivery Model

In the ASP deployment model, SunGard owns and procures all required infrastructure within the same SunGard Availability Services data centers. ASP implementations typically utilize some degree of centralized infrastructure but offer a more restrictive set of deployment options.

NEXT STEPS

For existing SunGard AvantGard clients interested in this, your client relationship manager will be able to provide the detailed white papers for business continuity planning, service management, environmental architecture and the non-disclosure agreement for the security policy. At that stage, your relationship manager will also be able to arrange follow up calls and arrange for any outstanding questions to be answered.

If no existing commercial relationship exists between your company and SunGard AvantGard, please contact avantgardinfo@sungard.com.



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