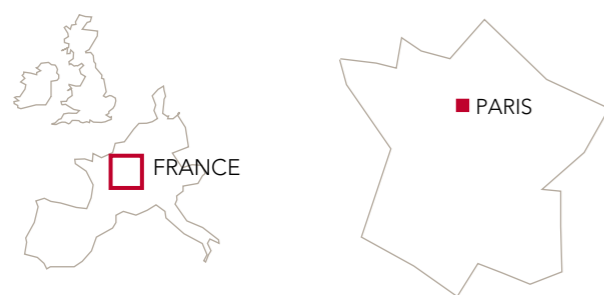




E-MAIL IS ALL VERY WELL, BUT THERE'S NOTHING QUITE LIKE THE PERSONAL TOUCH. SO WHEN JEAN-MARC VOISIN HAS SOMETHING TO SAY TO COLLEAGUES AT ALLIANZ GLOBAL INVESTORS FRANCE AM IN PARIS, HE GETS UP, WALKS THROUGH THE OPEN DOORWAY OF HIS OFFICE AND GOES TO FIND THEM. HE GOES FOR A STROLL AT LUNCHTIME AND WALKS FROM THE STATION TOO; BUT HE'S HAPPY TO LEAVE ALL THE PROCESSING LEGWORK TO ASSET ARENA—INCLUDING INVESTMENT ACCOUNTING, MANAGER, TRADER AND COMPLIANCE COMPONENTS.



"EVERY DAY BRINGS A NEW CHALLENGE. I LIKE EVERYTHING ABOUT MY JOB – EXCEPT, OF COURSE, WHEN MEETINGS START LATE"



**W**orking in the heart of the financial district in Paris, Jean-Marc Voisin is focused on staying at the forefront of technological advancements, taking calculated risks and finding the right solutions to solve an ever-changing array of challenges.

As head of IT for Allianz Global Investors France – associated member of Allianz Global Investors, a leading investment management group – he concentrates on three core client groups: enterprises/institutional investors, insurance companies, and other financial services providers such as e-brokers and independent consultants. But Jean-Marc, who has been with Allianz Global Investors France for a year, says, "My primary concern is ensuring that my department of 70 is one step ahead of the latest technology and business trends."

#### KEEPING PACE

In order to maximize and effectively manage Allianz Global Investors France's IT systems, Jean-Marc focuses on "doing more

with less." This includes effectively managing costs and intelligently negotiating contracts. Luckily, with 25 years of experience in the asset management industry, Jean-Marc has the necessary expertise to get the job done. He has remained in the business so long because, as he explains, "every day brings a new challenge, project, problem or critical decision that I'm eager to tackle. I like everything about my job – except, of course, when meetings start late."

A keen sense that there is not a moment to spare is not the only secret to Jean-Marc's success. His ability to find innovative ways to manage both technology and his IT team has been key. As regulatory demands expand, technology continues to evolve and users require increased functionality, being on top of the latest trends has been vital to his and Allianz Global Investors France's position in the industry.

#### HOME LIFE

**HOME:** "Vernouillet, a small town west of Paris."  
**FAMILY:** "My wife is a teacher. We have two children: a son who is 15 years old and a daughter who is 10 years old."  
**HOMETOWN:** "I've always lived in the suburbs of Paris."  
**PASTIMES:** "I enjoy being in my garden. It helps me manage stress."  
**VACATION:** "I like the mountains in the winter. The beach and hot weather are great, but I'm not a big fan of crowds."  
**CHILDHOOD DREAM:** "I've wanted to work in technology since I was 12 years old. Of course, back then there weren't personal computers, so I'd have to fiddle around on a mainframe."  
**CURRENT DREAM:** "To have a large flat in Paris – or to organize a month-long retreat to Canada."

Throughout its history, Allianz Global Investors France has consistently found inventive techniques to improve performance while keeping costs low. Most recently, in order to keep up with the fast pace of asset management, Allianz Global Investors France decided to replace manual processes with something "that would allow us to integrate technology quickly and easily from the front- to back-office in order to achieve straight-through processing – all without spending a significant amount of money."

By using Asset Arena, Allianz Global Investors France has eliminated the use of Excel spreadsheets. "We've been using the Investment Accounting component since 1996 and have 60 users. One hundred and fifty Allianz Global Investors France staffers use the Trader, Manager and Compliance components and we've seen incredible benefits since incorporating this solution in 2001. We also use SunGard Availability Services for our recovery systems," explains Jean-Marc.

#### MAKING IT PERSONAL

Despite the always-heavy demands on his time, Jean-Marc makes an extra effort to keep things personal in his department. In keeping with his progressive approach to his job, and despite today's focus on Internet communication and conference calls, Jean-Marc has fostered a rather "out of the box" management strategy. "There's good communication here; the doors are always open. I prefer a 'walking management' style, which means that instead of sending e-mails or making phone calls, I get up and talk to my colleagues in person," he explains.

Furthermore, on most days, Jean-Marc and his colleagues lunch at local restaurants together. "We like to discuss technology developments and share ideas," he says. Allianz Global Investors France's people-centric and communications-focused corporate culture aligns with

#### WORK LIFE

**HOURS:** "I usually arrive in the office at 8:30 a.m. and depart at various times, but typically around half past seven."  
**COMMUTE:** "My house is 40 km to the west of Paris and my commute takes one hour by train and on foot."  
**DESK HYGIENE:** "My desk is very tidy."  
**OFFICE:** "I'm on a high floor in an old building at the center of the Paris financial district. We've got a squash court and a fitness center here, but I prefer walking for exercise."  
**VIEW:** "I have a wonderful view of rooftops, and when my window is open, it is nice to hear the young children playing at the school across the street."  
**PERSONAL ORGANIZATION:** "I use a SmartPhone that handles my e-mail and agenda, and Outlook to manage my calendar."  
**WEEKEND WORK:** "I rarely work weekends – only when there is an emergency. Weekends are for my children."  
**CORPORATE CULTURE:** "I'm wearing a suit and tie right now, but on Fridays we wear business casual attire. I enjoy the company's open culture and refreshing atmosphere."

one of the organization's core beliefs: that theirs is "a people business, performed by individuals for individuals." And Allianz Global Investors France's personal touch is clearly working: Allianz Global Investors is one of the top five asset management companies worldwide.

This comes as no surprise to Jean-Marc, who explains, "What makes Allianz Global Investors France unique – and so extremely successful – is that we are a human, people-focused company."

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