



# SUNGARD ANALYSTS' DAY

BOSTON | DECEMBER 6, 2010



TRANSPARENCY • EFFICIENCY • NETWORKS

WHAT'S YOUR POSITION?

**SUNGARD**<sup>®</sup>

TEN IN PRACTICE

## Delivering on the "as a Service" Promise

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**SunGard**

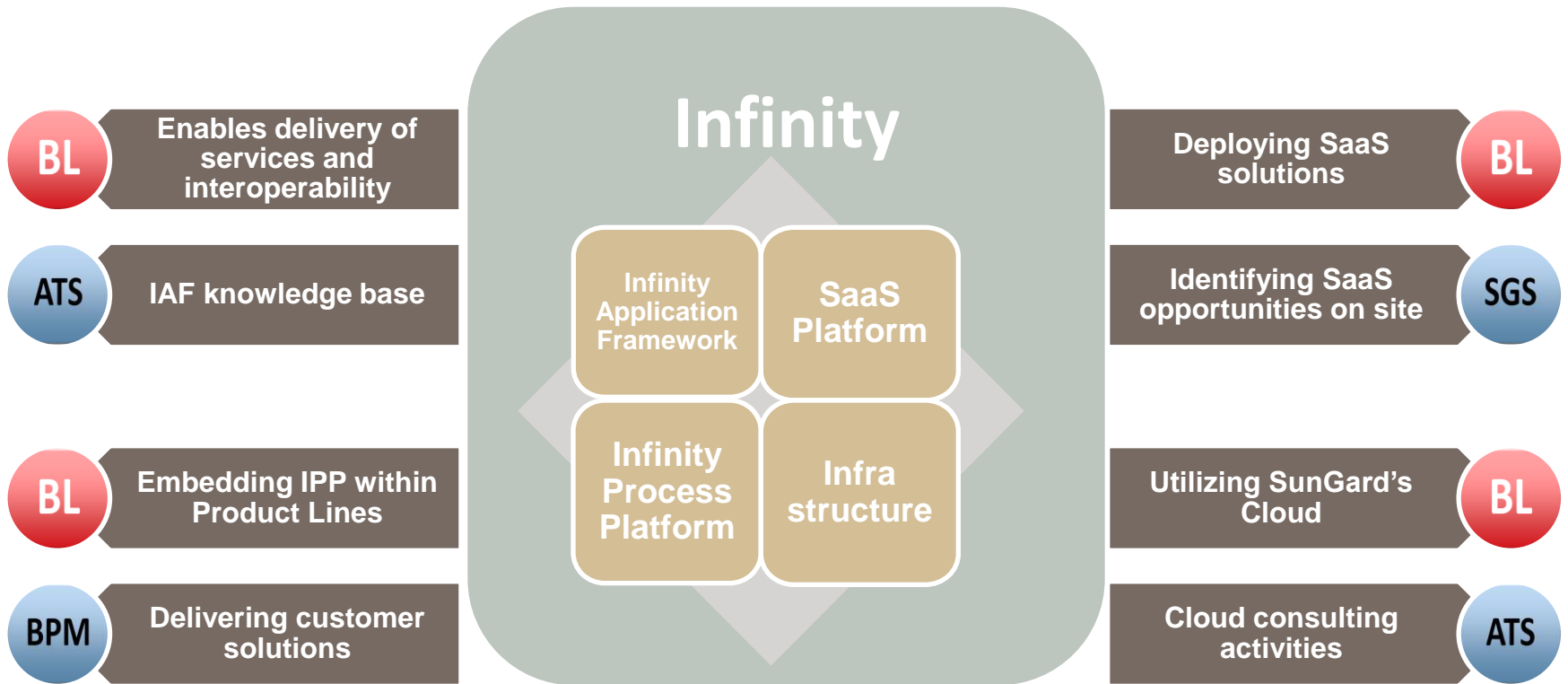


# Welcome and Update

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# Infinity is:



# How does Infinity Help SunGard Business Lines?

- Coding - Efficiently build the application
  - Leverage the Infinity Application Frameworks and IPP
- Storefront – Help business lines market a solution
  - Infinity SaaS Platform includes description, pricing and commercial models
- Procurement - Enable customers to select and purchase the solution
  - Process automated using Infinity SaaS Platform
  - Infinity Process Platform allows assembly of complex solutions

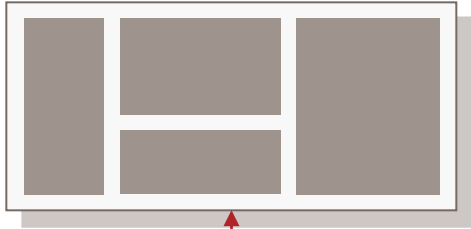
# How does Infinity Help SunGard Business Lines?

- Provisioning and Infrastructure – Provide a scalable infrastructure to run solution
  - Infinity Infrastructure provides “cloud” environment
- Billing - Meter service consumptions and bill for service
  - Usage detected via Infinity Application Frameworks
  - Billing records maintained by Infinity SaaS Platform

# Let's drill down

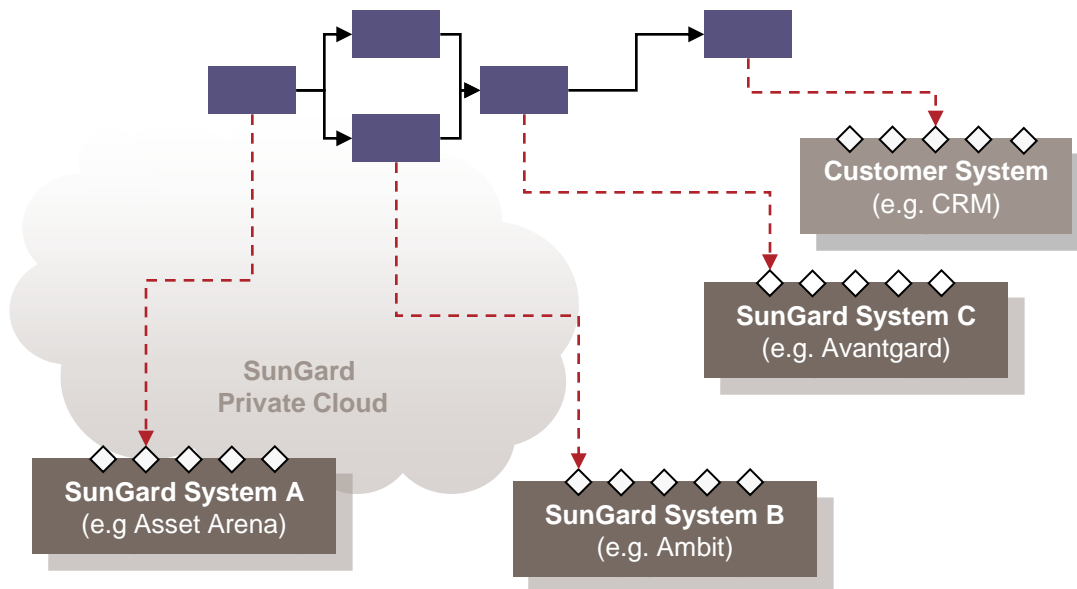
## End User Portal

with UI components from Infinity and integrated solutions



## End-to-end Value Chains for a Vertical

(e.g. Customer Onboarding, Corporate Actions, Payments)



## Customer Benefits

Comprehensive support for relevant value chains across SunGard products and 3rd party solutions at the customer.

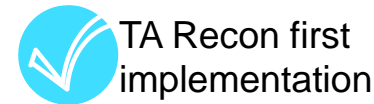
## Infinity Contribution

- Contains all artefacts needed to assemble end-to-end value chains
- Support for
  - Process Modeling
  - System Integration
  - UI Mashups
  - Document Management
- All components can be run "in the cloud"

# What we said in 2009:

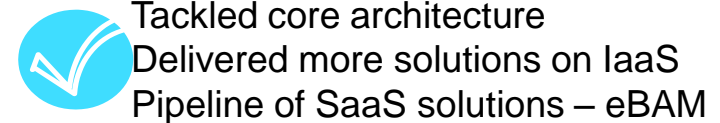
## 2010 Roadmap

- Develop Cross-Segment Utilities
  - Reconciliation – first target



- Deliver further 30 solutions

- Ecosystem development

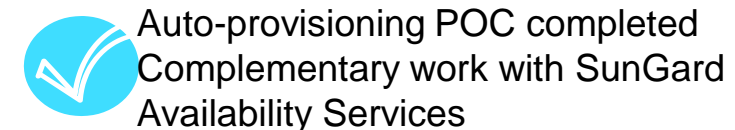


- Greater use of Cloud resources

- Self provisioning of infrastructure

- Policy based monitoring for dynamic and elastic solution scaling

- Reservations and bookings to ensure resource availability



# Adoption Strategy in Action

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# Corporations Business Line

## Market Factors

- Shift in control from Vendor to Customer to Community
- User centric apps that engage the user

## Technology Challenges

- Distributed global team
- Different Technology Stacks
- Old architectures

## Decision

- Take advantage of Global Services
- Leverage IAF and IPP
- Deliver small, consumable pieces of software as services

## Product Strategy

- New versions easier to host
- New SaaS development
- Services will work with
- Installed products

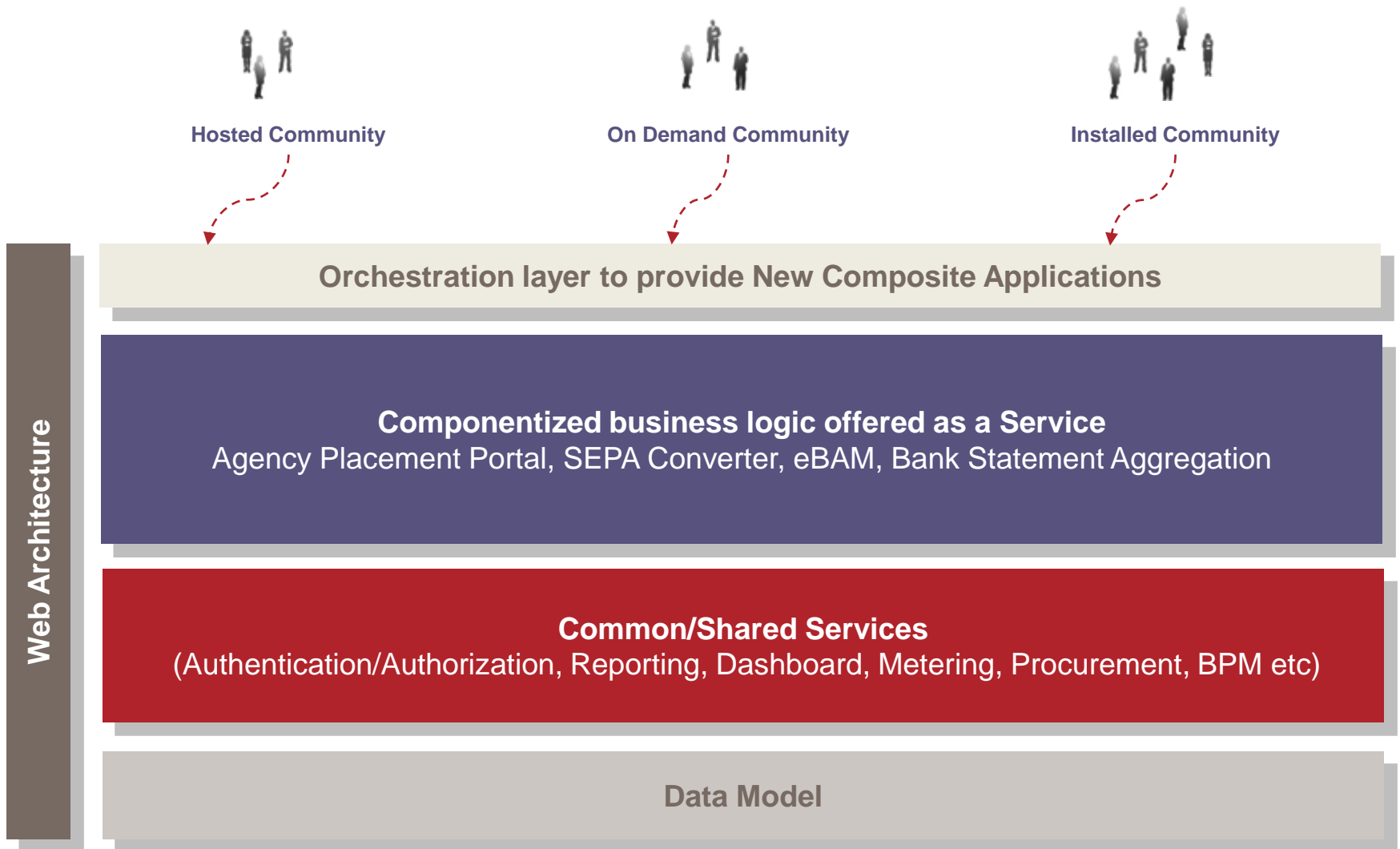
## Benefits

- Free up resources
- Pool of dynamic resources
- Same platform simplifies PS engagements

## Result

- Continue to support all product lines
- New offerings will be delivered as services

# AvantGard Composite Application based on Infinity Platform



# Infinity-based Projects in Corporations Business

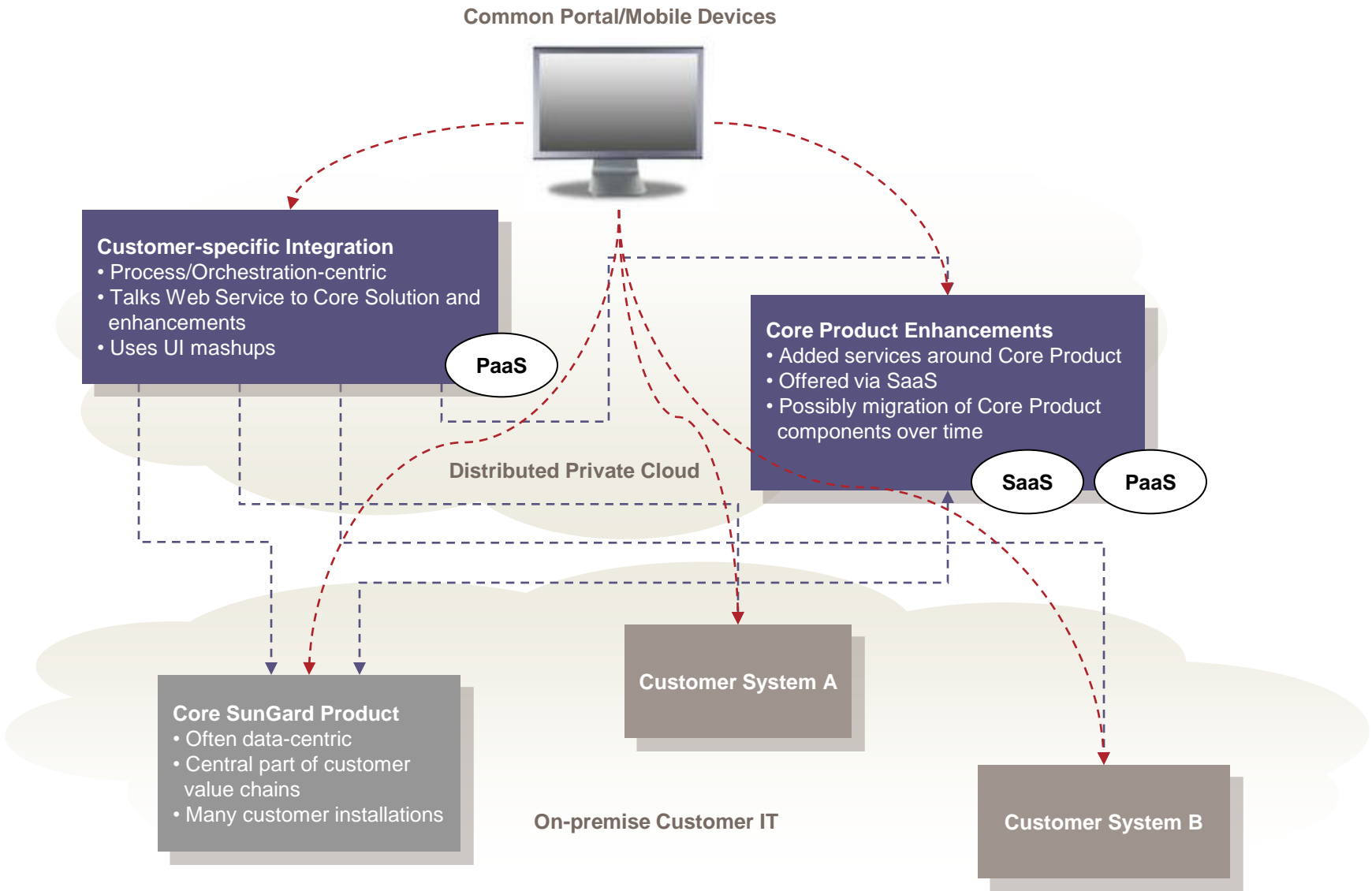
Project	Comments	Infinity Components
<p><b>Avantgard Agency Placement</b> helps improve and automate the collection of revenues that are assigned to collection agencies.</p>	Available via SaaS	<ul style="list-style-type: none"> <li>▪ IAF Java</li> <li>▪ Infinity SaaS Platform</li> <li>▪ IPP</li> <li>▪ Infrastructure</li> </ul>
<p><b>Avantgard SEPA Converter</b> provides payment conversion functionality to new customer segments who can benefit from making SEPA payments but would not implement a full Trax Payment Factory.</p>	Available via SaaS	<ul style="list-style-type: none"> <li>▪ IAF Java</li> <li>▪ Infinity SaaS Platform</li> <li>▪ IPP</li> <li>▪ Infrastructure</li> </ul>
<p><b>Avantgard GetPaid XE On Demand</b> provides services for working capital optimization delivered from SunGard infinity cloud.</p>	Available via SaaS	<ul style="list-style-type: none"> <li>▪ IAF Java</li> <li>▪ Infinity SaaS Platform</li> <li>▪ IPP</li> <li>▪ Infrastructure</li> </ul>
<p><b>Avantgard GetPaid Advanced Dispute</b> flexibility to customize the dispute process to match customer's internal workflow.</p>	Multi country roll out	<ul style="list-style-type: none"> <li>▪ IPP</li> <li>▪ IAF Java</li> <li>▪ Infrastructure</li> </ul>
<p><b>Electronic Bank Account Management (eBAM)</b> bank neutral, centralized portal to manage all of a corporation's bank account relationships.</p>	Service officially launched in EuroFinance in October 2010	<ul style="list-style-type: none"> <li>▪ IAF Java</li> <li>▪ Infinity SaaS Platform</li> <li>▪ IPP</li> <li>▪ Infrastructure</li> </ul>

# **Infinity On Demand – Platform as a Service**

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# The Evolutionary Path into the Cloud



# Fast and Reliable Solution Delivery

- ①
- Infrastructure selection (Hardware, Operating System, Storage)
  - Selection of basic technologies (e.g. Database)
  - Selection of further components (e.g. Portal, BPM, User Management)
  - Solution logic development creates artefacts like database scripts, Java Bytecode, Process Models, Rules etc.
- ⇒ Recurring efforts with Solution Releases!

**Efforts saved**

Solution Provider



Infinity on Demand provides Platform as a Service (PaaS) with:

- a predefined and tested architecture and development methodology for solution development
- a lot of higher level services (Portal UI, BPM, Document Management, Service Management, Rules Management, ESB, Reporting etc.) to be used out-of-the-box by the solution
- runtime environments for this architecture and with these services on demand
- means to maintain solution instances independently of the underlying infrastructure



⇒ **Addresses projects on a 80/20 basis.**

Customer



Runtime Environments

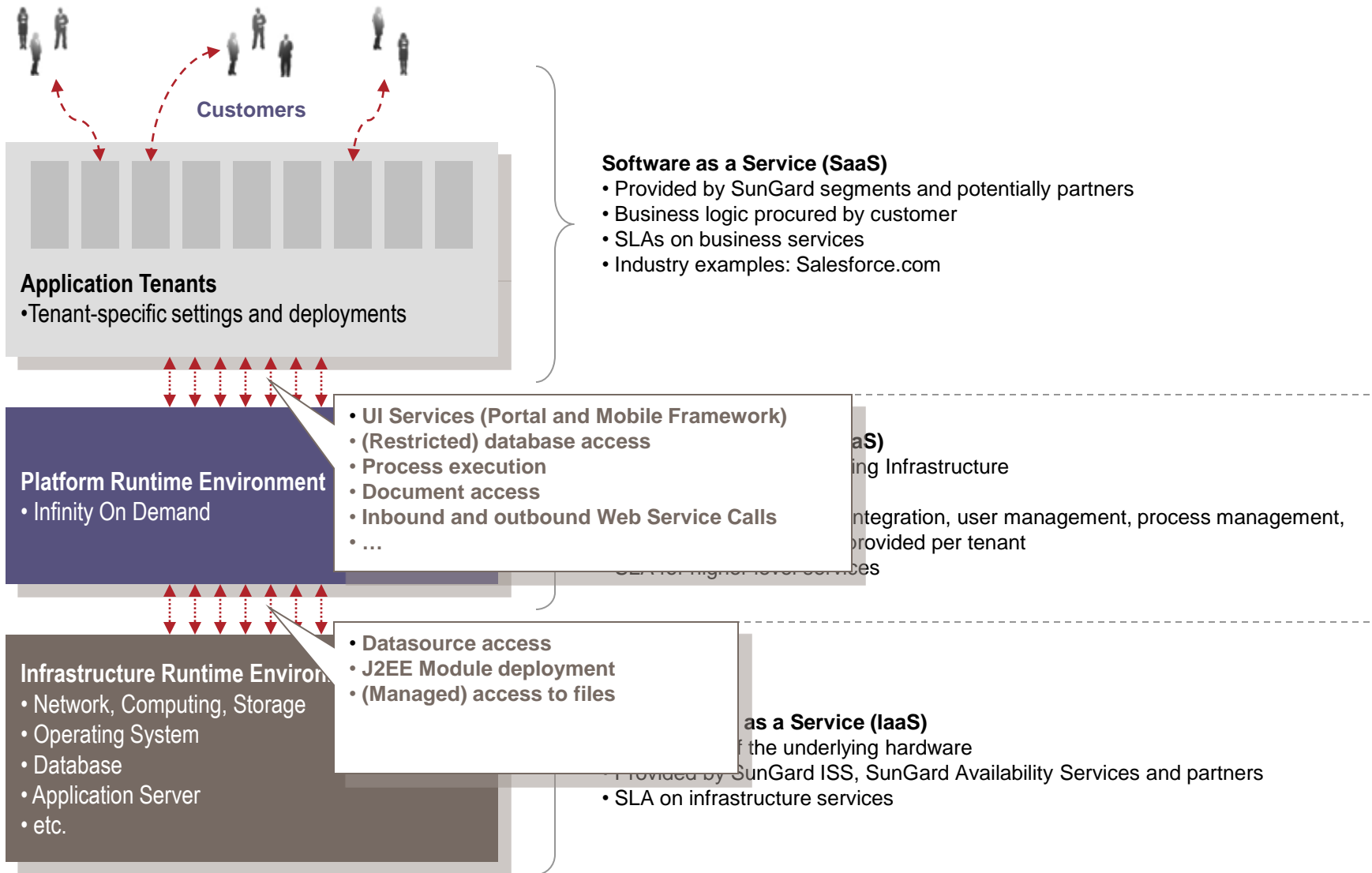


Infrastructure Provider



Customer B

# XaaS Application Layering

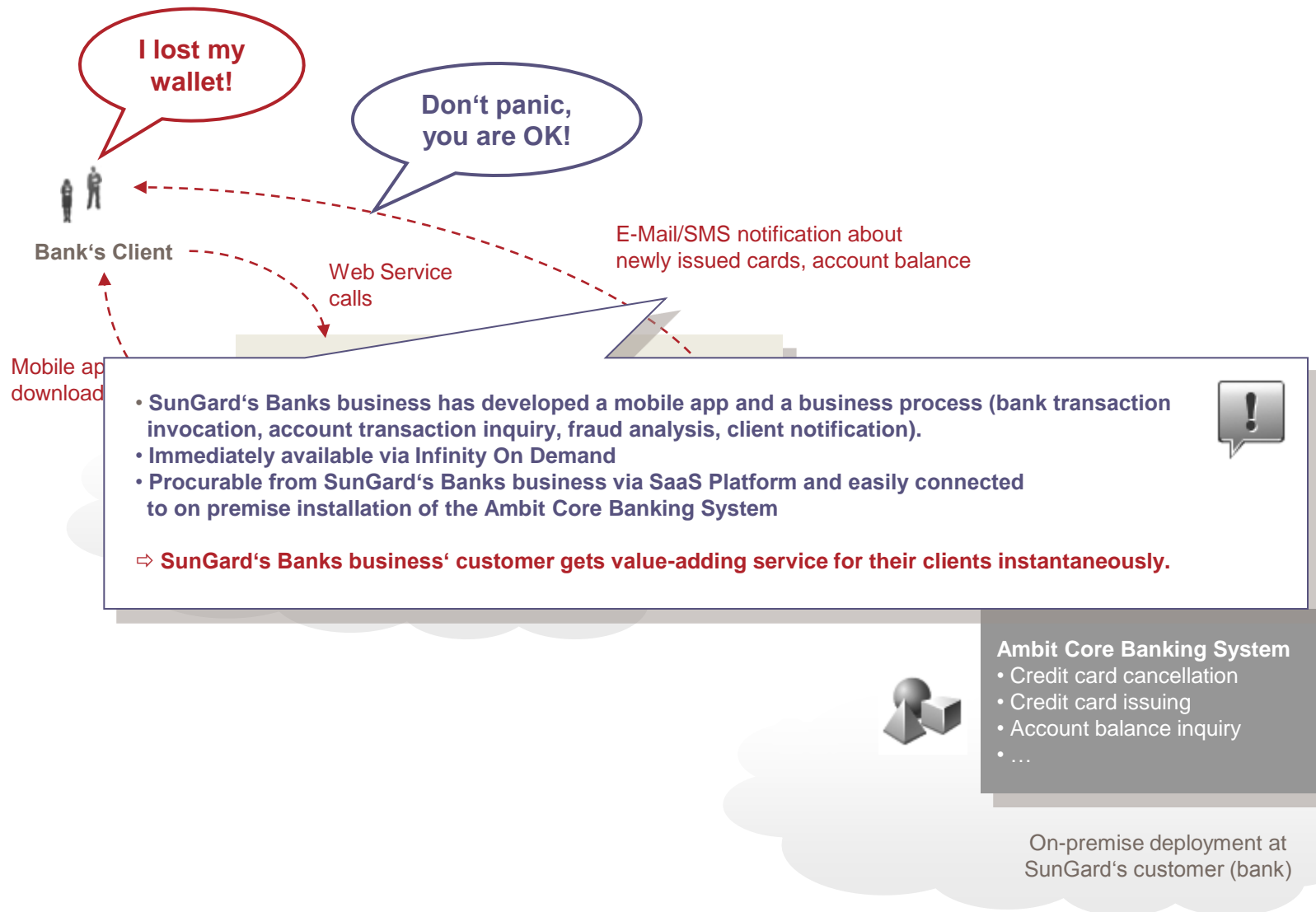


# Customer Benefits

- Infinity helps SunGard implement **end-to-end value chains** at their customers
- Infinity On Demand helps SunGard to roll out **additional product functionality** required by the customers
  - Quickly and reliably
- Infinity On Demand allows customers to run **integration projects** in the Cloud
- Leverages SunGard's proven track record in **data-center operations and availability services.**



# Example: SunGard Ambit Retail Banking



**What Next in 2011?**

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# Forward looking

- PaaS Deployment
  - Continued development and deployment
- User Interface Framework
  - Standardized framework to unify experience
- Mobile Delivery
  - Additive and transformational solutions
- Ongoing SaaS and Ecosystem rollout
  - Meeting ongoing customer needs

# Questions

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