

# Making Headway Abroad



## South Africa

Information Builders is providing valuable solutions around the world. Here's a look at a few of our international successes.

Information Builders is responding to the growing demand for business intelligence and integration technologies around the world, particularly among emerging markets in Central and Eastern Europe, Russia, the Nordics, Middle East, and Africa (see sidebar).

These partnerships are extending Information Builders' reach into new markets, as we deliver valuable solutions to customers in these territories.

### Serving South Africa

Situated on the coastline of the Eastern Cape Province of South Africa, The Nelson Mandela Bay Municipality is known for its scenic beauty and abundant wildlife. As the economic hub of the Eastern Cape Province, the municipality covers an area of 1,950 square kilometers and has a population of 1.3 million people.

Nelson Mandela Bay Municipality (NMBM) is confronted by growth, high rural/urban migration, and an increasing demand for better public services. As part of an IT modernization project, NMBM contracted Fujitsu Services (South Africa), an Information Builders Reseller in the region, to deliver a new billing and CRM solution.

Information Builders was tasked with integrating the new billing system with 25 other systems, ranging from legacy AS/400 DB2 applications to a modern Microsoft CRM system. Developers used iWay Service Manager to replace the existing architecture, with minimal impact on the municipality's entrenched systems. Next they used iWay DataMigrator to migrate approximately 400 entities from an AS/400 DB2-based billing system to the new Windows/SQL server-based billing system. Finally, they used WebFOCUS to create a secure billing portal that enables consumers and employees to view account statements, make online payments, and update personal details.

### Delivering Financial Data in Russia

When GPB-Mortgage needed operational and analytical information to supply insight into mortgage credits and refinancing, they turned to Information Builders for assistance. A subsidiary of Gazprombank, GPB-Mortgage is one of the leaders in the Russian financial services industry with its mortgage credits, mortgage refinancing, and securitization programs. As a joint stock bank owned by Gazprom, Gazprombank

# Russia

is among the three largest banks in Russia.

Using WebFOCUS, GPB-Mortgage created a BI solution that provides upper management and employees of the Risk department with a sophisticated reporting tool. InfoBuild Russia Consulting helped the bank migrate complex custom SQL code to a WebFOCUS environment and create parameterized reports that replace dozens of static reports. The new reporting solution delivers information to authorized users and provides a scalable solution for the future.

Bank executives now have timely, accurate information for tactical decision-making, while managers have greater insight into critical customer-facing operations. For example, employees in the Risk department can quickly analyze statistics about regional operators, borrowers, investors, real estate objects, rates, yields, expired debts, advanced repayment, and other variables. InfoBuild Russia trained users on the new reporting solution, helping the bank quickly cash in on the benefits of BI.

## Mining Information in Africa

Anglo Platinum Ltd. is the world's largest primary producer of

platinum. Based in South Africa, the mining company has a market capitalization of \$39.2 billion and produces 38 percent of the world's supply of this precious metal, which is commonly used in jewelry, laboratory equipment, electrical contacts, dentistry, and emissions-control devices.

Thanks to Information Builders, precious metals aren't the only thing that Anglo Platinum is acquiring. The company recently embarked on a program to mine information as well, selecting WebFOCUS as the best way to drill down into its vast reserves of data. Managers wanted a BI environment that would turn information into a strategic asset and contribute to the profitability and sustainability of the organization. They selected WebFOCUS, Visual Discovery, and the Performance Management Framework for the job, and set to work creating a self-service application that supports operational, tactical, and strategic reporting. WebFOCUS is now Anglo Platinum's enterprise standard for BI. 🌀

Dave Watson is Vice President of EMEA Channels, Information Builders.

# Africa

## Information Builders Welcomes New International Partners

Information Builders is pleased to announce the addition of its new agents and resellers:

- InfoBuild AB ([www.infobuild.se](http://www.infobuild.se)) is our primary agent in Sweden and Denmark
- InfoBuild Russia, a partnership with FOBOS PLUS Co., Ltd. ([www.informationbuilders.ru](http://www.informationbuilders.ru)), is reselling our solutions in the Russian Federation and other CIS states
- Infobuild Polska ([www.infobuild.pl](http://www.infobuild.pl)) will support customers in Poland and other CEE states such as Czech Republic and Slovakia