

CS Lucas clinches deal with support of the IBM Innovation Center for Business Partners

CS Lucas Pte Ltd is a provider of corporate finance and investment management solutions to global corporate treasury and fund management companies. Its core solution - Alpha Station - harnesses technology to deliver in-house "banking"-type shared services for financing, treasury and investment over the Intranet/Internet to operating units worldwide. In 2005, CS Lucas embarked on a major initiative to enhance its Web based offering. Based on over 10 years' experience in the treasury and investment industry, a new framework was put together that allows rapid deployment of the solution's features set. CS Lucas turned to IBM® in July 2006 to provide the necessary tools and technology to support the building of this new system.

The benefits were immediate and tangible. Tan Chee Seong, Managing Director of CS Lucas said "Within just six months, we managed to migrate all the key features of our product using IBM Rational® tools and support. This was only possible because the IBM Innovation Center in Kuala Lumpur was very proactive in supporting us every step of the way."

Describing his experiences, Tan said there were two instances in which CS Lucas utilized the IBM Innovation Center. The first was an initial educational exercise. "We wanted a high level introduction to the various assets available through the IBM Innovation Center and we spent a week learning how to use the IBM Rational Application Developer tool for the new framework. This gave us a better understanding of the IBM Innovation Center as well as the Rational tool and its capabilities," he said. With access to the IBM Innovation Center, migration time was cut down by a significant 75%. "Through the IBM Innovation Center, we had access to IBM's latest equipment and consultants to solve any IBM product problems that arose," Tan added.

Upon completing its new product development, CS Lucas returned to the IBM Innovation Center in January 2007, to deploy the new system to WebSphere® Application Server and DB2®. With the confidence gained from testing its solution at the IBM Innovation Center, CS Lucas Pte Ltd went on to successfully secure a USD 270,000 deal in March 2007, to upgrade the system of an existing client, a major conglomerate in Singapore which runs an in-house banking treasury operation.

Describing his win, Tan said that it was the confidence that came from deploying and testing in the IBM Innovation Center beforehand that influenced it. One benefit of the IBM Innovation Center that Tan considers valuable is the skilled consultants who are onsite. "We have a great working relationship as they understood our urgency and worked to accommodate our demands every step of the way."



For further information:

CS Lucas Pte Ltd <http://www.cslucas.com.sg>

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