

customer success story: by Margot Drees

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# Nucleus Software Banks on Windward

## Company Background

Nucleus Software provides complete IT solutions to the banking and financial services industries. Nucleus was ranked the 10th highest seller in global banking back office systems in 2004 by IBS Publishing, and it has been among the top 500 fastest growing technology companies in Asia Pacific for three straight years. It also received the Best Partner award from Oracle for building a world-class loan management solution. Founded in 1986 and headquartered in India, the company has more than 800 employees in branches throughout the world.

## The Challenge

FinnOne is Nucleus' flagship product. This integrated suite of applications supports the typical business offerings of banks and financial solutions companies. FinnOne incorporates loan origination, lending, collections, finance against securities, LiquiDeposits and general ledger systems. It is bilingual and can support both retail and corporate lending applications in the same machine.

In 2001, Nucleus began implementing FinnOne for a prestigious Japanese bank. The Nucleus team studied the bank's business practices and identified reporting requirements for auto-



mated, detailed, month-end customer balance statements. They planned to generate these reports using a standard reporting tool. When the group began to implement this program, however, it became clear the tool was not up to the task. The tool could not be easily customized to automatically generate customer reports from an XML data feed. In addition, it took an unacceptably long time to generate the reports.

## The Solution

The team decided to investigate other reporting alternatives. After an extensive search, both online and with colleagues onsite and offshore, they concluded there are few tools that can easily convert XML data to a specified format. But among the few tools they found was a powerful and flexible tool called Windward Reports.

Windward Reports' primary benefit is that it is both quick and simple to design report templates. The report templates' layout, font and formatting are designed with Microsoft Word. Windward's AutoTag plug-in allows the user to add database tags in either SQL or Xpath to the report template. The Windward Reports wizard allows the user to create a wide variety of reports simply by choosing what data to include and when to run the report.

Windward Reports' ease-of-use is backed by a powerful reporting engine. Because it's Java-based, it is simple to integrate Windward Reports into any software product, and the report output can be in PDF, RTF, HTML, WordML, SpreadsheetML, XLS, or text format. Windward Reports is available as a Java Library and integrates directly as a reporting engine in a J2EE environment, which was an excellent fit for the agency's new enterprise architecture. Windward Reports is also available in a .NET version.

The Nucleus team downloaded the trial version of Windward Reports and found they could quickly generate

detailed customer reports. Based on the successful trial results, Nucleus presented this solution to the client. The bank gave Nucleus the green light to move forward with a production version of Windward Reports as the client reporting solution. And it was an easy implementation.

"Anybody who reads the Windward documentation can implement it," says S.S. Mohanty, team lead for the Nucleus development group. "The documentation was clear and easy to follow."

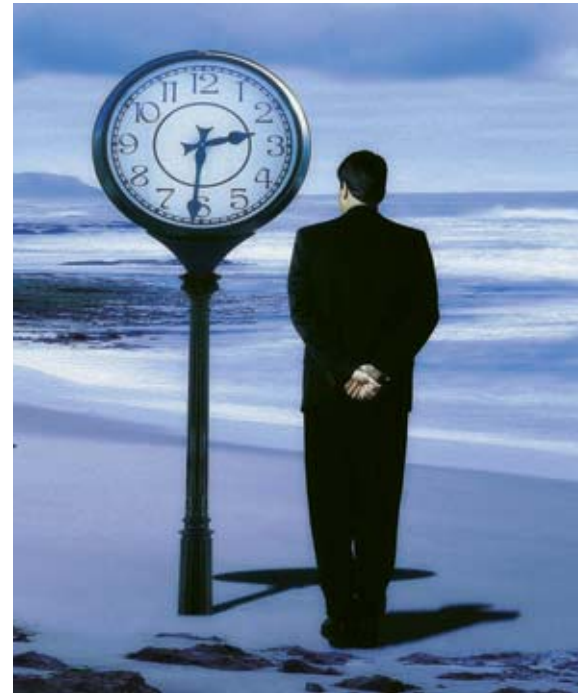
Mohanty said the ease-of-use continued throughout the implementation process, and much of that is due to Windward Reports' Word-based template. Mohanty found that this feature helped him dramatically reduce development time.

"Before using Windward, I spent half my time designing and scripting reports to meet the bank's requirements," he says. "With Windward, we can layout a report in Word and get immediate approval from the client."

## The Results

Using Windward Reports was a determining factor leading to Nucleus meeting the bank's FinnOne implementation timeline with a successful launch. Mohanty notes that when faced with the complexities of using the original reporting tool to develop templates, integrate the XML data feed, and provide timely reporting, Nucleus would not have been able to meet the bank's expectations. Windward Reports enabled Nucleus to do so.

Another key feature of Windward Reports is its scalability, and that has also led to successful results for Nucleus. When Nucleus began using the tool within FinnOne in February 2003, the bank numbered 13,000 FinnOne customers, all of whom received monthly reports. But that number soon nearly doubled, to 25,000, and FinnOne was able to easily handle the increase.



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## About Windward Studios:

Windward Studios has been in business since 1995. Based in Boulder, Colorado, the company was formed to develop innovative software products for both enterprise and individual customers. Windward Reports is the only comprehensive report generator to use Microsoft Word as a layout tool, thus cutting the learning curve to virtually nil while saving time and money for both technical and non-technical users alike.