

Case study

BUMIPUTERA– BOT FINANCE

»Fujitsu brought the most effective solution because they have a thorough understanding of our business «

Ryotaro, Yamato, Finance Director, BUMIPUTERA – BOT FINANCE



The customer

BUMIPUTERA – BOT FINANCE is a leasing and financing company. It helps customers in leasing and financing wide range of equipment, from factory machinery, heavy equipment, office automation & information equipment, to vehicle. Established in 10 September 1982, BUMIPUTERA – BOT FINANCE is the joint venture company between BUMIPUTERA 1912 in Indonesia BOT Lease Co.Ltd. in Japan a part of Tokyo-Mitsubishi UFJ Ltd. The company headquarter is located in Jakarta with branch offices in Bandung, West Java and Surabaya, East Java. It also has a marketing office in Cirebon, West Java. The company is facing a significant business growth and is becoming one of the Indonesia's largest leasing companies.

The challenge

BUMIPUTERA – BOT FINANCE initially relied on the core finance leasing system built on mainframe environment. The system was developed in the early days of the company. At that time, the system was more than enough for a finance company such as BUMIPUTERA – BOT FINANCE. However, problems began to arise when the company needed to adjust the system to align it with current situation and new business requirements. They simply couldn't do it. IT have lost track with the system's developer. The support they had only covered the hardware. The company abandoned the system and went manual. It relied heavily on spreadsheet application to run the business. The temporary solution brought another problem. This time it was in data management. Because data were stored inside many files and folders, searching for a specific data was a daunting task, although branch offices can access the server in headquarter. Problems with data caused great difficulties in decision making process and compliance. It put the business at risk. It was clear that the company needed to quickly build a new system.

The solution

Fujitsu provided BUMIPUTERA BOT FINANCE with a complete solution comprised of Fintegrity core finance leasing application with customized components specifically developed for them. The applications run on top of a robust industry leading hardware infrastructure. Fujitsu's solution also included consultation, implementation, project management, training and support.

The customer

Country: Indonesia
Industry: Financial Services
Founded: 1982
Employees: 146
Website: --



The challenge

BUMIPUTERA – BOT FINANCE have no choice other than to build a new core system to effectively run its financing and leasing service. Problems with the current information systems had caused great difficulties not only in decision making, but also in meeting compliance requirement, which in the end put the company's business at risk.

The solution

Fujitsu provided a combination of Fintegrity core application with customized components, web-based architecture running on top of PRIMERGY server infrastructure. Fujitsu's solution also included consultation, implementation, project management, training and support. BUMIPUTERA – BOT FINANCE selected Fujitsu out of five vendors after considering Fujitsu's wide experience in finance industry.

The benefit

- BUMIPUTERA-BOT FINANCE experienced immediate benefit right after the basic features has been installed, thanks to Fujitsu thorough understanding of the company's requirements, limitation and environment.
- Cost-effective core system that is well-aligned with the company's value proposition.
- The web-based architecture enables access to the system at anytime, anywhere, via a PC with an Internet connection.
- The PRIMERGY servers based infrastructure provides a strong and reliable foundation for the new system to cater current as well as future business demands.

Products and services

- 1 Fujitsu PRIMERGY RX100S7
- 4 Fujitsu PRIMERGY RX300S6
- 1 Fujitsu ETERNUS storage DX80
- 1 Fujitsu Tape Library LT20S2
- 1 Brocade 300 SAN Switch

The benefit

The project was considered critical from BUMIPUTERA-BOT FINANCE management point of view because the system is the core of the company's business. Fujitsu wide experience and deep knowledge in handling large-scale and complex implementation project in financial services industry have made the project seamless. Fujitsu recommendation to BUMIPUTERA-BOT FINANCE to opt for a packaged system with customized components instead of a full software development has hastened the project up. "Because Fujitsu really understand our business requirements, the importance of this project for us, and the time limitation that we had, they were able to come up with a solution that brought us immediate benefits," said Ryotaro Yamato, Finance Director, BUMIPUTERA – BOT FINANCE. "Since the day we completed the basic feature implementation, manual tasks were eliminated right away. We experienced significant improvement in running the business process."

Fujitsu installed and configured the core systems consisting of Credit Registration and Processing, Credit Execution, Customer Information, Finance and Integrated Accounting. Fujitsu also tailored customized components that were aligned with unique business process within BUMIPUTERA-BOT FINANCE. "The combination of packaged software and custom built components from Fujitsu was the best solution for us. Moreover, the web-based architecture improves data transaction process. Thanks to Fujitsu that understand our value proposition," said Yamato.

- The new systems improve data management, allowing BUMIPUTERA-BOT FINANCE to store, retrieve and share data faster and in a more secure way.
- Reduce the data risks from human error or system downtime. Enable BBF to meet compliance requirements.
- Improve decision making process based on analysis of actual and accurate data.

Furthermore, Fujitsu provided a robust and reliable infrastructure consists of PRIMERGY server, ETERNUS storage, and Tape Library as well as SAN Switch from Brocade. The infrastructure caters BBF's current as well as future business requirements. "Not only the new infrastructure is reliable –we have never experienced significant downtime, but also it is simple to manage, considering that we have limited IT staff," added Yamato. "With the new system in place, we are more confident in running our business."

Conclusion

For a financial service company, core systems are essential to run the business. Everything they do relies heavily on information systems. BUMIPUTERA-BOT FINANCE decision to build a fresh information system was logical to reduce business risks and most importantly, to achieve compliance. Realizing time as the constraint factor, the company opted for Fujitsu's solution of packaged software combined with customized components, running on industry leading PRIMERGY server infrastructure. Fujitsu was able to bring the most suitable solution for BUMIPUTERA-BOT FINANCE because it really understood the business process and workflows. Fujitsu worked collaboratively with BUMIPUTERA-BOT FINANCE to offer ideas to meet business requirements while managing the constraints.

"This project is important for us and so far Fujitsu have managed to meet our expectation. Our business certainly will continue to evolve, new requirements will arise and we hope Fujitsu can be our partner in the long term."

Fujitsu is committed to support BUMIPUTERA- BOT FINANCE in providing the best financing and leasing services to the market.

About Fujitsu

PT. Fujitsu Indonesia was established in 1995 under the name of PT. Fujitsu Systems Indonesia. Headquartered in Jakarta with service centers in several cities (Surabaya, Medan, Makassar, and Denpasar) and more than 20 authorized service providers across Indonesia, Fujitsu Indonesia has a vision to become a provider of leading customer-focused IT, communications and business solutions. Certified ISO 9001:2008, PT. Fujitsu Indonesia implement a quality management system registered to the international standards within the scope of IT solutions and services, and to encourage the adoption of a process approach to improve customer satisfaction. For more information, please visit: <http://www.fujitsu.com/id>.