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Milton Bressa, Director Partner

Fromtis

Edmar Pissardo, Director Partner

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In Fujitsu, Fromtis found the right partner to develop rapid and flexible cloud-based solutions for its customers in the financial sector.

At a glance

Country: Brazil

Industry: Information Technology and Services

Founded: 2009

Employees: 11-50

Website: www.fromtis.com.br

Challenge

To respond to customer requirements, Fromtis looked for a partner to provide a cloud-based infrastructure that would guarantee good performance from the IT applications it sells to companies in the financial sector, who wanted to reduce space and investment without compromising security.

Solution

The partnership with Fujitsu allowed Fromtis to offer various cloud service options to its customers, improving the performance of its products and guaranteeing that they comply with the financial sector’s legal requirements.

Benefit

- Servers located in Brazil facilitate audits
- Provide high-performance information processing that is scalable, secure and has high availability
- Rapid equipment and service updates
- Support for business expansion

Customer

Fromtis, Serviços de Tecnologia Ltda., is a company focused on technological solutions, products and services for the financial market, specializing in capital markets. Based in São Paulo, it is a leader in the processing and control of Credit Right Investment Fund (CRIF) fiduciaries. It also provides legal products, (Bacen 3040 and CVM 489), CIP C3 and management reports, and develops specific products to meet demand from the investment fund management market.

Products and services

- Fujitsu Cloud



Challenge

Milton Bressa and Edmar Pissardo formed Fromtis as a company in 2009, focusing on the specific management segment of Credit Right Investment Funds (CRIFs).

Fromtis has gradually grown and gained a reputation for the robustness of its products, in processing and service quality terms.

"Our market offering was just usage licenses for customers' local installations. Over time, we started being asked to install the same service in the cloud," says Edmar Pissardo, one of the director partners. Savings in space, investment and faster updates were some of the requirements.

Fromtis selected Fujitsu because it already had professional contacts with the company and because it knew the two systems were compatible. "To show that our system processed the volume of data in good time and is acceptable to our customers, we looked for a partner with infrastructure solutions so we could install our applications," says Milton Bressa, another of the director partners.

Solution

From the moment the partnership with Fujitsu began, Fromtis was able to offer two options to customers: either contract directly with Fujitsu to provide Infrastructure as a Service (IaaS), or buy the Fromtis system running in the cloud.

Some customers want to control their infrastructure because they use other software suppliers. However, there are those who prefer to buy the Fromtis bundled service. "This means the customer does not have to install the whole set-up and structure to run products in the cloud. No investment is needed: we offer the product with hosting, processing and all management provided by us," explains Bressa.

"It's important to give the customer the option. They can contract our services and licenses for our cloud, or directly from Fujitsu," adds Pissardo.

Fujitsu enabled pilots, allowing the end customer a period of time during which they could test both the Fromtis software and the Fujitsu infrastructure environment. In the end, they can choose their favorite option.

Integration into the Fujitsu cloud environment was easy for Fromtis.

"We use Microsoft SQL Server databases. As Fujitsu is a Microsoft partner, it installs this environment for us at a very good price, which we can pass on to the customer," says Bressa.

The data center's location in the São Paulo area was another important factor in choosing Fujitsu. The Brazilian financial sector is legally required to have its cloud on servers in the country and is regularly the target of fiscal or record-keeping audits. "Our customers like the idea of visiting the Fujitsu premises. We work with banks, brokers and insurers, and they are highly concerned about security," says Pissardo.

Benefit

The partnership with Fujitsu helps Fromtis to continue as a leader in the fund industry sector. An investment portfolio of 20-30 million in receivables is processed in 30 minutes in the Fujitsu environment.

As well as performance, Fromtis feels that the Fujitsu infrastructure responds to the needs of equipment developments. "The structure offered by Fujitsu allows growth that meets the customer's needs. In addition, it's always running on the best machines it has. The upgrades it makes to their machines are much faster than if the customer had the equipment in house," adds Pissardo.

The relationship with Fujitsu enables business expansion to be thought about. As well as consolidating its position in the markets where it's already a leader, Fromtis wants to move into other segments and conquer new areas.

"We are installing other 100 percent cloud product lines. Once we started installing these products, other ideas arose that we could offer to customers in other investment fund sectors who would not normally have a structure for running our products, due to the expense," concludes Pissardo.

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