Volante
Business Information Agility

Partnering with Volante

Volante has a long track record of partnering with application/technology vendors, systems integrators and consultancies that service the global financial services industry.

www.volantetech.com

The financial data and message integration software
for the global financial services industry

Volante Partners

Application vendors
- » Payments
- » Capital markets
- » OTC derivatives
- » Treasury
- » Risk
- » Regulatory reporting
- » Network interfaces

Technology vendors
- » Middleware
- » Application servers
- » Appliances
- » Network providers

Solution developers
Systems integrators
Consultancies
ISVs

Benefits

- » A model-driven approach to enable rapid deployment
- » Format Plug-ins to enable speedy integration design
- » Intuitive GUI to enable the definition of complex processing logic
- » Desktop simulator to ensure pre-deployment functional accuracy
- » Code generation to eliminate the requirement for hand coding
- » Plug-ins and standards maintained by Volante
- » Self-documenting to reduce total cost of ownership
- » Automatic upgrading of deployed solutions as standards evolve

What is Volante?

Volante is the name for the company and also for the product. Volante Designer is a suite of modular tools designed for the integration and management of financial data. Used today by major financial institutions, exchanges and industry utilities around the world, Volante enables users to rapidly build data integration solutions that handle trade/reference data or financial messages between parties involved in the transaction lifecycle, as well as internal data flow between processing applications.

Why partner with Volante?

The financial industry has seldom seen the demands for change that we witness today. New regulatory requirements, technology change, new services and maintaining standards combined with the ever-present need to reduce costs are just some of the drivers that represent the challenges for everyone in the industry. The ability to be both flexible and agile is key to meeting these challenges. The comprehensive set of Volante tools facilitate product agility in the face of ever-changing customer integration requirements and provide insulation from the evolution of international and domestic message standards. Using Volante on, in or around vendor products and services can give a partner the same advantages as a typical financial industry client. Volante recognize the importance of brand recognition and ensure that all artifacts can be white labeled as required.

And with the technical advantages will come financial benefits. From conception to production, Volante is built to save time and cost.

The combination of these components will give a rapid return on investment and contribute towards a greatly reduced total cost of ownership in any scenario.

How does Volante work with partners?

There is no "one size fits all" definition of a partner and therefore Volante endeavors to engage with any partner in a flexible manner in order to produce a win-win relationship. Whether it is achieved by reselling Volante, white-labeling to enhance the functionality of an existing vendor solution, implementing and integrating Volante, or simply utilizing the core functionality to produce a new solution, Volante will engage in a mutually beneficial partnership both technically and commercially.

What kinds of partners?

Broadly speaking, we divide partners into the following general categories:

Reseller – working with Volante as a reselling partner brings many benefits such as adding diversity, functionality and breadth to an existing product range. But it will also enable a partner to offer a more complete solution when presented with complementary products, thus enhancing the appeal as a "one-stop-shop" and this will naturally lead to an increase in revenue potential. Often combined with attributes from the system integrator category if the reseller wishes to also implement the product and realize significant services revenue.

Co-seller – Volante works with partners on a co-selling basis, when deep integration and transformation expertise and functionality are required in order to create a "best-fit" proposition for a client requirement. Working in this way gives a clear advantage of offering an extended and consequently more complete solution without having to develop and maintain the integration components in-house. In a co-selling arrangement both sales and technical teams work closely together to create a value proposition but both parties have direct commercial and technical relationships with the end client.

"White labeled"/OEM – It's not just financial institutions who can implement Volante. Other software and hardware providers see the benefit of integrating Volante within their existing products and see benefits immediately. Embedding Volante components leads to lower development and ongoing maintenance costs with Volante undertaking maintenance of the complex messaging standards that form the plug-ins. This in turn allows the software provider an increased agility and ability to respond to requirements for change in a more timely manner, which is something becoming increasingly important in a world with such unprecedented regulatory change. All this, combined with faster customer on-boarding enables revenue to be realized in much shorter timeframes

Systems Integrators and Developers – Volante provides the components and tools required to rapidly provide integration services or to develop and enhance legacy solutions in the financial industry. Key benefits will include the ability to provide rapid development and thus a faster time to market whilst lowering the cost of ongoing maintenance. This will result in increased margins for partners.

All of these advantages will also enable the partner more time to be able to concentrate on their own products and services which will in turn indirectly add to the benefits of using Volante.

Partner use cases

Extending reach
- » Support for most international and many Domestic FS message standards
- » Proprietary formats
  - » XML
  - » CSV
  - » Fixed width
  - » Cobol
  - » MS Excel
  - » MS Word
  - » PDF

Standards insulation
- » Maintained plug-ins
- » Mapping to internal application format
- » Impact analysis
- » Auto upgrading

Interoperability
- » MT-MX (SWIFT accredited)
- » FIX-FpML
- » FIX/FIXml
- » ACH-ISO20022/SEPA

Dashboards
- » Monitoring message status, errors, transactions, balances
- » Message entry, view & repair
- » Exception handling

Business analysis
- » Auto-generations of Specifications
- » Model visualization

Business Benefits

Model-driven approach enables
rapid development of logic/code:

- » Transformation
- » Validation
- » Enrichment
- » Routing
- » Visualization

Visually defines message flows
and exception processing

Format Plug-ins for domain awareness
of financial messaging formats

- » SWIFT FIN (MT)
- » ISO 15022
- » ISO 20022
- » FIX & FIXml
- » FpML
- » Dodd-Frank/EMIR
- » SEPA
- » EDIFACT/X12
- » BAI & BAI2
- » ISO 8583
- » FAST (OPRA, CME)
- » CMS
- » Reuters
- » Bloomberg
- » CREST
- » And more

Native support for any infrastructure

- » Application servers
- » Web servers
- » SOA
- » Implementations in Java, C++, C#

White label ready

In summary...

Based on Volante's approach to design and production
and when the focus is ultimately on customer satisfaction,
Volante takes a flexible approach to partner relationships,
understanding each company will be different.

Volante is solely dedicated to the financial services sector and the
aim is to provide a product that transforms and integrates disparate
data sources and standards, provides exceptional performance
with low latency and will ensures rapid return on investment and low
total cost of ownership for financial institutions and partners alike.

Our flexible approach extends to how we work with our partners,
understanding the desired commercial model and working together
towards achieving a win-win situation in the sales process.

Just some of the partners who benefit from working with Volante:

For more information on how to become a Volante
partner, please contact us at **info@volantetech.com**
or contact one of our regional offices below.