

Banco Popolare di Verona e Novara chooses IBM technology and services

Overview

■ The challenge

To reduce the total cost of ownership of Banco Popolare di Verona e Novara's Information Technology (IT) infrastructure

■ The solution

Open Infrastructure Offering, the three-year agreement by which hardware, software and services will be leased to Banco Popolare di Verona e Novara by IBM. The contract entrusts IBM with maintenance of the entire IT architecture and all workplaces

■ The benefit

A single contract to: simplify the leasing management; enable the bank to focus on its core business; and allow IBM to manage the risk of systems obsolescence.

Banco Popolare di Verona e Novara is one of the major Italian banks. Founded on 1 June 2002 after the merger of Banca Popolare di Verona and Banca Popolare di Novara, the Group is listed on the Milan stock exchange, has subsidiaries in 15 Italian regions with 1,100 branch offices and 1,300 ATM facilities.

Banco Popolare di Verona e Novara, together with its own IT services company S.G.S. Spa, concluded an important agreement with IBM to support the growth of its in-house IT infrastructure. Thanks to this partnership, IBM will be supplying hardware and software components and value-added services for three years. IBM Global Financing will be managing the leasing contract that both parties agreed on: Banco Popolare di Verona e Novara entrusted IBM with total maintenance of the entire IT architecture.

The challenge

The merger of the two banks entailed the need to unify their IT systems, to integrate central and peripheral infrastructures, procedures and working models. Use of innovative and reliable technologies is of vital importance for the bank, which manages a daily volume of banking transactions in excess of one million, generating more than 100 million documents per year. Securing the IT infrastructure in a short timeframe was therefore fundamental in order to avoid any possible negative impact on customer services.

“The challenge was extremely important for us, so we looked for a partner capable of assuring the highest levels of quality, efficiency and effectiveness”.

Ciò che sappiamo fare bene da soli, lo faremo meglio insieme.

BANCO POPOLARE DI VERONA E NOVARA
La banca del tuo territorio. La forza di un grande Gruppo.

GRUPPO BANCO POPOLARE DI VERONA E NOVARA

“Our merger plan included a major integration of the IT architectures of the Group’s member banks, as well as exploiting the economies of scale to reduce IT-related costs as much as possible”, explains Fabio Innocenzi, Managing Director of Banco Popolare di Verona e Novara. “The challenge was extremely important for us, so we looked for a partner capable of assuring the highest levels of quality, efficiency and effectiveness”.

IBM proved to be the right counterpart to support the bank in the merger process. The agreement with IBM has been a great contribution to the technological integration, because the new IT architecture will be operational within the timeframes established by the strategic plan, and at competitive costs.

The solution: Open Infrastructure Offering

Banco Popolare di Verona e Novara chose the Open Infrastructure Offering formula, namely a three-year contract on the basis of which servers, storage systems, software and advanced services will be leased to the bank by IBM. Moreover, the agreement entrusted IBM with maintenance of the entire IT architecture and all workplaces distributed in the various branch offices.

This partnership offers Banco Popolare di Verona e Novara considerable advantages. First of all, defining a single contract for the entire solution (hardware, software and services) allows the bank to simplify the leasing management, with a fixed budget that is consistent with the objectives of the merger plan. Furthermore, thanks to this approach the bank’s IT managers can focus on product and process development, thereby increasing company performance. The Open Infrastructure Offering contract let the bank manage the evolution of IT solutions according to the changing needs of Group.

“IBM Global Financing proposal gives us the possibility to concentrate on our core business, quality of service and customer satisfaction”, concludes Fabio Innocenzi. “IT technology is a strategic resource for our success, so we should always have advanced, efficient and flexible systems. That’s why we have chosen a leasing solution”.



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