

Equinox Guides Banks to Sound Credit Decisions



■ leading financial solutions

When it comes to making loans, banks rely on solid procedures to make sound decisions. While all banks have to go through the same general steps – from accepting the initial application to implementing a decision to provide a loan – the details differ significantly for each bank. Perhaps this is why no comprehensive software has existed for end-to-end commercial credit management and why it remains such an expensive cost center.

In 2004, knowis AG of Regensburg, Germany saw an opportunity to service this niche and took on the daunting challenge of developing tools that could be customized to meet the specific workflow needs of individual banks while remaining flexible enough that the solution would have broad appeal. “Banks are interested in reducing the costs of their processes, not in having to adapt to technology,” relates Gerald Gaßner, CEO of knowis. “Our goal from the beginning was to offer 100% fidelity with what they do now.”

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the [isfinancial platform](#) in 2005, using the Eclipse Rich Client Platform (RCP).

As early RCP pioneers, they quickly became intimate with the platform’s internals, and developed proficiency as the platform matured. But of course RCP is

primarily a client-centric toolset, and they expected to develop most of the server components and back-end integration logic from scratch; a significant amount of effort.

The Missing Piece

Early in 2007, they discovered Equinox, the OSGi-compliant Eclipse framework for developing enterprise-grade client-server solutions. “Equinox was perfect for us,” recalls Gaßner. “It takes care of many of the integration details for us and the bundle mechanism is ideal for mixing and matching functionality to meet specific use cases.” Better yet, they found that they could integrate much of their existing RCP-based code into Equinox, taking advantage of the

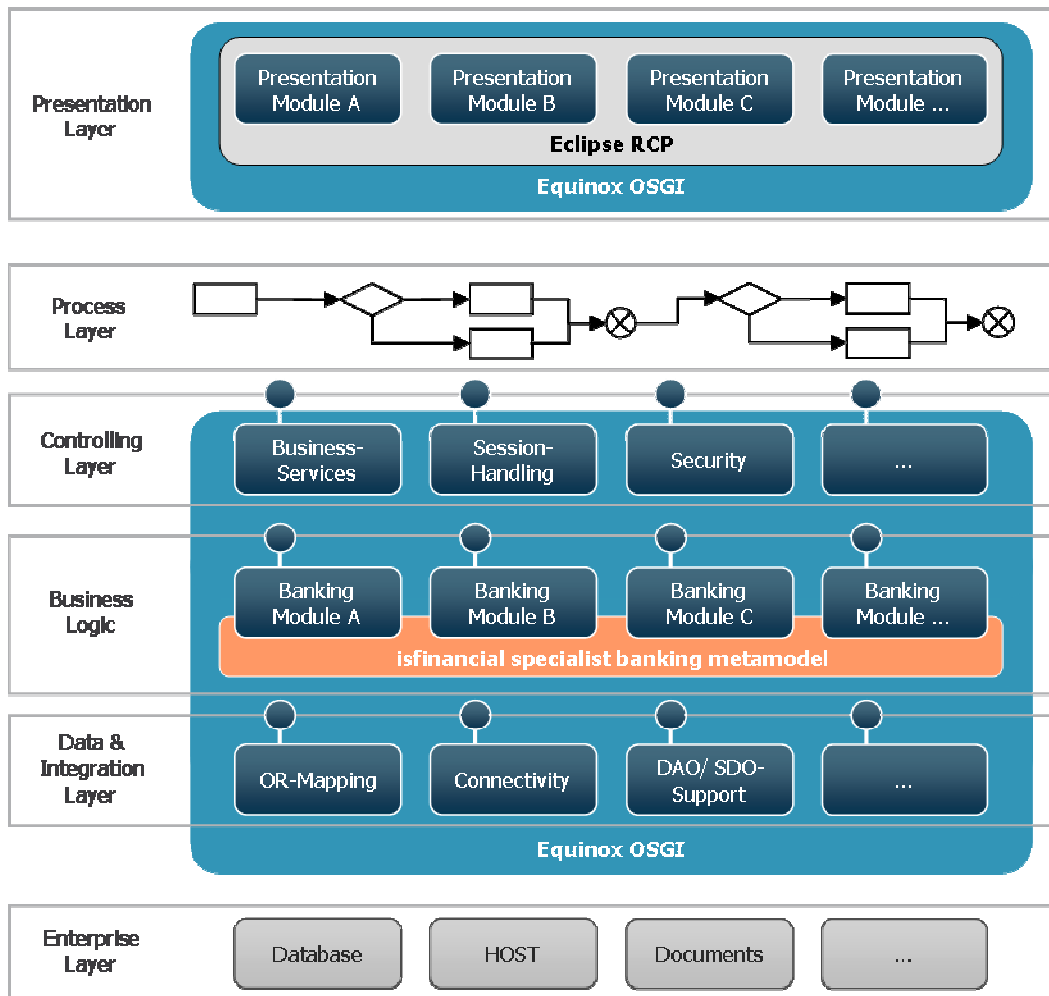
platform to achieve a modular design throughout the physical and logical layers of the architecture from data and integration, through business logic, control and presentation.

A Service Oriented Design

The Equinox approach gives knowis other advantages as well. For example, they could build isfinancial as a set of

possibilities,” states Gaßner. “We can keep the cost and impact of integration down.” A component approach also makes new deployments more efficient, allowing knowis to pass savings on to their customers and speeding roll-outs.

The ability to load and unload OSGi bundles on a running system was also attractive. knowis can service installations with minimal or no



knowis employed OSGi throughout the isfinancial architecture to facilitate mix-and-match deployments that best meet each bank’s needs.

components that can be mixed and matched to model each bank’s commercial loan handling processes. “The clean interfaces between Equinox components really opens up

disruption to a production environment.

As knowis expands into larger banks, the OSGi approach will give them the flexibility and scalability to fit seamlessly into complex data centers.

A Better Bottom Line

isfinancial is currently installed in savings and loans banks in Germany, supporting teams of up to 100 users, and the market continues to expand.

Each installation involves a careful analysis of existing workflow and deployment of the appropriate configuration of isfinancial components orchestrated to match their workflow. So far the results have been dramatic – savings of up to 30% could be reached to make and manage faster decisions – a real advantage in a competitive market where mistakes can be catastrophic. According to Gaßner these results are typical of isfinancial deployments to date.

knowis has big plans for isfinancial and Equinox in the future. Over the next three to five years they will build it out to address all decisions in the loan process, and provide enhanced simulations to support sophisticated analysis and reduced risk for lenders. “Equinox was absolutely the right decision for us,” relates Gaßner. “We’ve been able to build a solid platform that will evolve for years to come.”

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