



Description  
of an electronic  
banking solution  
for corporate  
customers

## Corporate SOLO at Nordea Bank Polska S.A.

In the years to come a bank's advantage over its rivals will depend on its ability to instantly adjust the range of electronic services to the changing needs and expectations of the bank's customers. The electronic banking systems should allow the financial institution to quickly respond to the changing conditions in which banks operate. This is vital for such a demanding market segment as corporate customers. Not only must such systems ensure top quality of the services provided, but also meet world standards for electronic transactions. This being said, one could conclude that time has come to use advanced information tools based on most modern technologies and electronic banking standards.



## The profile of Nordea Bank Polska S.A.

Grown out of a merger between the leading banks of Sweden, Finland, Norway and Denmark, Nordea Group is the largest financial institution in the Scandinavian countries with assets worth 253b EUR. It is present in 22 countries including Poland and has a total of 9 million retail customers and 700 thousand corporate customers.

In 1999 the banking group Nordea acquired a strategic stake in the Bank Własności Pracowniczej S.A. of Gdynia. Nordea in Poland is a bank, an insurance company and a leasing company with a total of 390 thousand customers.

Nordea was the first bank in Poland to be awarded the International ISO 9002 Quality Certificate. According to the bank's new strategy, by the year 2007 Nordea will rank among the top retail banks operating on the Polish market and will become the largest bank in the Pomorze region.

The results of this new strategy of Nordea Bank Poland are already noticeable on the market. In October 2002 Nordea concluded a deal acquiring a 99,5% stake in LG Petro Bank S.A. At that moment began the merger process of LG Petro Bank and Nordea Bank Poland. As a result of this merger Nordea will become the 15th largest bank in Poland. Thanks to a combined network of branch banks Nordea Bank



Seat of Nordea Bank Polska S.A. in Gdynia

Poland will be able to serve customers in the whole country.

Nordea Bank is developing intensively the range of its financial services and products for both corporate and retail customers, using advanced IT technologies.

## Challenge

According to its strategy, Nordea Bank Poland is building up its branch bank network in Poland consistently and developing the electronic channels of banking service distribution, aiming at a leading position in the electronic banking.

A basic requirement for a company which implements electronic banking systems for corporate customers is to design a top standard product, to improve the system service on the bank's side and to fully integrate the suggested solution with the bank's IT systems.

TeleKonto Plus, a solution designed by Suntech which has been used in the recent years by the Bank Komunalny of Gdynia, was hailed as the best of all the systems.

„The system provided by Suntech turned out to be an advanced solution technologically having a rich functionality. Another thing which is vital to us is that Suntech ensures continuous development of the system to meet the growing requirements on the bank's and customer side”, says Sebastian Życzkowski of Nordea Bank,



SOLO Corporate – main screen

in charge of the system implementation. "An experienced team of designers and implementation specialists of Suntech are able to respond immediately to the emerging needs, which makes the system implemented by Suntech a flexible solution which has no match on the Polish market. The top-level service and information support provided by Suntech ensure that the electronic system, when implemented, will keep satisfying our high quality and functional requirements."

## Suntech's solution

Suntech is a system provider specializing in the development of electronic banking systems and management systems for telecommunications operators. In its products the company uses object-oriented information modeling technology worked out in cooperation with the Institute of Telecommunications of the Warsaw University of Technology, which allows to carry out projects quickly and efficiently.

Implemented at over forty banks and brokerage houses, the electronic banking systems by Suntech are among the most widely used on the Polish market.

"The fact that Nordea Bank Poland has chosen Suntech as an application provider resulted from our previous smooth cooperation with the Bank Komunalny. It is not to be neglected that the experts of Nordea Bank Poland think highly of the Suntech's solution", pursues Wojciech Franczak, vice-president of Suntech in charge of Nordea project.

The electronic banking system for corporate customers that has been implemented at Nordea Bank Polska is called Corporate SOLO. The system operates in two language versions: the Polish and the English one. It allows to carry out all banking operations including direct debit and social security transfers. Thanks to the use of advanced encrypting techniques and security procedures it ensures a high level of operations' security.

The system implementation went smoothly thanks to the experience of the Nordea Bank Poland staff that has employed the system since 1998. Within the framework of the implementation, Corporate SOLO

was adjusted to the bank's requirements and integrated with the bank's systems. It communicates with the bank's system GLOBUS via BEA Systems' middleware.

"The need to fully adjust the system to Nordea Bank Poland's needs was an ambitious challenge for Suntech. It was the system's flexibility and the involvement of the two parties that enabled us to meet this challenge. The flexibility of our system is a feature that not only allows us to meet the growing needs of our customers halfway; it also requires us to act immediately", says Wojciech Franczak about the project.

The system implemented at the bank is a central solution which serves all customers of corporate electronic banking at one place. For this very reason its reliability and faultless operation are essential.

The use of Corporate SOLO is simple for the bank's customers and does not require their having a modern hardware. A PC equipped with an Intel Pentium 166 MHz processor, 32 MB RAM and 1 GB disc space with Windows 95/98/NT/2000/XP and database Sybase will be enough. The system may be installed on one working station or in a network version. The application connects with the bank via a modem or Internet using the HTTP protocol. The order authorization is based on the electronic signature in RSA standard.



Włodzimierz Kiciński  
– CEO of Nordea Bank Poland S.A.

Lista zleceń do zatwierdzenia

Informacje o zleceniach do zatwierdzenia

Numer	Typ	Kwota	Wal.	Data	Id konta	Logo kontrahenta	Wprowadził	S
173114	POD	111,00	PLN	2002-11-25	Nowe	PRZ161066	admin	G
173110	DEP	111,00	PLN	2002-11-25			admin	G
173112	AWZ	2 543,00	PLN	2002-11-25			admin	G
173111	ZUS	123,00	PLN	2002-11-25			admin	G
173113	PRZ	12 432,00	PLN	2002-11-25			admin	G
173104	PRZ	12 432,00	PLN	2002-11-25			admin	G
173048	PRZ	456,00	PLN	2002-11-25			admin	G
173033	PRZ	4 325,00	PLN	2002-11-25			admin	G
172875	PRZ	157,50	PLN	2002-11-25			admin	G
172965	PRZ	157,50	PLN	2002-11-25			admin	G
172966	PRZ	11,00	PLN	2002-11-25			admin	G
172967	PRZ	157,50	PLN	2002-11-25			admin	G
173009	PRZ	1 500,00	PLN	2002-11-25			admin	G
172975	PRZ	157,50	PLN	2002-11-25			admin	G

Włóż nośnik z kluczem prywatnym RSA i podaj hasło.

Hasło: [input type="password"]

OK Anuluj

Do: 2002-11-25  
Od: 2002-11-25  
Liczba zleceń zaznaczonych: 5  
Suma zleceń zaznaczonych: 15 320,00 PLN  
Liczba wszystkich zleceń: 105

Odśwież Zaznacz Zatwierdź Szczegóły OK

Order approval

## Benefits

As far as corporate customers are concerned, they are given a product which meets all their requirements, while the bank has a product at its disposal which constitutes an integral element of its information infrastructure. The system is a flexible solution, easy to use and develop. It is made ready to satisfy the changing needs of both the bank and its customers.

Thanks to the system's simple installation and the built-in mechanisms of remote software update, it is possible to upgrade the system with no need for costly implementation visits at the Bank's customers.

„Firms and institutions are extremely demanding customers for a bank. Providing this market segment with electronic banking services of high quality requires the bank to have an experienced team of IT engineers and an information system which will be reliable and secure, easy to use and to develop,” says Sebastain Życzkowski. “The system we have implemented fully satisfies these requirements. All I can say about the cooperation between the bank's IT engineers and Suntech's designing team is that it is exemplary.

## Summary

The bank has put a particular emphasis on full integration of the system with the existing platform of electronic services which allows to automate and order the data flow between the system implemented by Suntech and the bank's systems, such as the back office ones. Consequently, Corporate SOLO is a tool fully built in the bank's information structure and the e-finance platform. The Bank is planning on using it as a uniform platform for electronic services in all the countries where Nordea Group is present. This way the e-finance platform will become one of the world's most modern solutions of this kind.

The solution provided by Suntech backs up a far-reaching vision of Nordea Bank Poland that is willing to take the lead in modern technologies in the banking sector. The high standard of services it provides will allow it to join Poland's leading banks. Suntech has turned out to be the right partner able to ensure the application of the strategy devised, allowing the bank to provide a full range of services using modern communications channels.

Identyf.	Numer konta	Typ	Stan księgowy	Wolne środki	Wal.	Data top
Nowe	14400003100115200015	210	-59 000,00	-49 000,00	PLN	2002-11-
Nowe	14400003100127500008	210	-60 000,00	-55 000,00	PLN	2002-11-
Nowe	17 1440 0003 0000 0000 0003 7523	103	1 934,00	1 934,00	PLN	2002-11-
Nowe	20 1440 0003 0000 0000 0003 7863	100	172 348,00	172 348,00	PLN	2002-11-
Nowe	39 1440 0003 0000 0000 0003 7915	103	9 970,00	9 970,00	USD	2002-11-
Nowe	48 1440 0003 0000 0000 0003 7947	103	9 970,00	9 970,00	EUR	2002-11-
Nowe	53 1440 0003 0000 0000 0003 8148	103	8 768,31	8 768,31	EUR	2002-11-
Nowe	59 1440 0003 0000 0000 0003 8137	103	10 947,01	10 947,01	USD	2002-11-
Nowe	73 1440 0003 0000 0000 0003 7805	104	823 606,00	823 606,00	PLN	2002-11-
Nowe	92 1440 0003 0000 0000 0003 7931	103	996,24	996,24	SEK	2002-11-
Nowe	95 1440 0003 0000 0000 0003 7877	100	1 747 642,00	1 747 642,00	PLN	2002-11-

  

Nr	Kwota	Wal	Data waluty
Saldo	10 947,01	USD	11/22
	11 947,01	USD	2001-10-10
	5 935,90	USD	2001-10-10
	5 673,93	USD	2001-10-16
	5 669,29	USD	2001-10-02

  

Kwota	Wal	Data księg.	Typ	Trasakcja
2,36	USD	2001-10-18	inward 1 z 10	
2,36	USD	2001-10-18	inward 1 z 10	
2,36	USD	2001-10-18	inward 1 z 10	
2,36	USD	2001-10-18	inward 1 z 10	
2,36	USD	2001-10-18	inward 1 z 10	
23,51	USD	2001-10-17	inward 1 z 10	
2,32	USD	2001-10-16	inward 1 z 10	
2,32	USD	2001-10-16	inward 1 z 10	
5 668,93	USD	2001-10-02	inward 1 z 10	
2,36	USD	2001-10-02	inward 1 z 10	

Accounts – operations' details

Nr	Kwota	Wal	Data waluty	Przelew	Logo kontrah.	Data	Typ	Tytułem	Nazwa kontrahenta
172106	11,00	LUF		Przelew numer 172092		2002-09-13	E	Tytułem 3001...	Firma Jasi i Spółka
172105	157,50	PLN							
172104	157,50	PLN							
172103	157,50	PLN							
172102	11,00	LUF							
172101	157,50	PLN							
172100	1 900,00	PLN							
172099	11,00	LUF							
172098	11,00	LUF							
172097	43 534,00	PLN							
172096	157,50	PLN							
172095	157,50	PLN							
172094	157,50	PLN							
172093	157,50	PLN							
172092	11,00	LUF							
172091	157,50	PLN							
172090	1 500,00	PLN							
172089	11,00	LUF							
172088	11,00	LUF							
172087	43 534,00	PLN							
172086	157,50	PLN							
172085	157,50	PLN							
172084	157,50	PLN							
172083	157,50	PLN							
172082	157,50	PLN							
172081	157,50	PLN							
172080	157,50	PLN							
172079	157,50	PLN							
172078	157,50	PLN							

Orders – a transfer



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