



# Banco Guayaquil

Attracting new customers with innovative digital banking services supported by modern, open-source systems



Founded in 1923 under the name of Sociedad Anónima Banco Italiano, Banco Guayaquil is a banking and financial services corporation headquartered in Guayaquil, Ecuador.

## Challenge

Banking customers today expect innovative on-the-go digital services. To meet these requirements, banks need to offer around-the-clock service whilst at the same time developing applications that satisfy a wide range of customer needs. Ecuadorian bank Banco Guayaquil sought to achieve just this, as Juan Luis Reca Montero, CIO, explains:



At the beginning of the project, we made a promise to the bank's management team: that we would achieve full ROI in five years. Judging by how everything has been going so far, we are confident that we can achieve this in three years."

**JUAN LUIS RECA**

CIO/Banco Guayaquil

"Our goal is to become the leading digital bank in Ecuador, offering the best online and mobile banking services. To do so, we need virtually limitless growth capacity and the ability to develop and launch new applications rapidly and easily, whilst ensuring that our services are always up and running.

"Our existing 13,000 applications were running on an aging, costly and cumbersome IBM® mainframe system running an old and costly operating system which wasn't completely stable and was reaching saturation. All of this was starting to be a major obstacle." Aiming to modernize its IT landscape, Banco Guayaquil looked for a way to boost scalability, support the delivery of new services, and slash fixed costs.

## At a Glance

**Industry:** Financial Services.

**Location:** Ecuador.

**Challenge:** Banco Guayaquil sought to grow, enlarging its customer base by launching digital banking services that appeal to the increasingly demanding expectations of Ecuadorians. How could the bank achieve this, while keeping costs and complexity to a minimum, eliminating obsolete systems, and minimizing complexity?

**Products and Servers:** Rocket® Enterprise Analyzer\*, Rocket® Enterprise Developer\*, Rocket® Enterprise Server\*

### Success Highlights:

- 25% faster overnight batch execution.
- 80% reduction in infrastructure costs.
- Provides an open-source, flexible and scalable platform to accommodate current and future peaks in demand.
- Paves the way for easier, more rapid development of digital banking services.



This project has delivered some remarkable benefits. With the new Rocket Software solution, we have doubled our monitoring capacity and slashed the time taken to run overnight batches — by approximately 25 percent — whilst making it 100 percent compatible with our transactional processes.”

**FRANZ ZAMBRANO**

ARCHITECTURE AND INNOVATION MANAGER

BANCO GUAYAQUIL

## Solution

Banco Guayaquil reviewed offerings from several technology vendors before deciding in favor of Rocket Software. The bank ran proofs of concept for several solutions, which all demonstrated that the technologies under consideration were an excellent fit for its requirements. Juan Carlos Bustamante, Systems Development Manager at Banco Guayaquil, explains: “Following the excellent outcomes of the proofs of concept, we selected Rocket Enterprise Server, Rocket Enterprise Developer and Rocket Enterprise Analyzer.” To help move business applications from the mainframe to Enterprise Server, Banco Guayaquil worked with Rocket Software Business Partner Maint, as Maria Del Carmen Gutierrez Saavedra, Project Manager at Banco Guayaquil, remarks: “Rocket Software has no direct presence in Ecuador, so we chose to work with local partner Maint, which supported us each step of the way. The project was complicated, but Maint provided excellent assistance and the migration went smoothly.” Banco Guayaquil moved its 13,000 banking applications from the mainframe to Rocket Enterprise Server running on x86 hardware. The new platform brings together past, current and future technologies, giving the bank the flexibility it needs to undertake new initiatives while preserving the value of previous technology investments. Franz Zambrano, Architecture and Innovation Manager at Banco Guayaquil, states: “Rocket Enterprise Developer provides a modern IDE that support development of both older code like COBOL and newer Java\* or C# code. The solution enables our developers to work faster and in a more agile way, helping to modernize the mainframe without risk or disruption. The Rocket Software tool allows them to gain higher visibility into any potential issues, and to perform rigorous testing before going into production.” Maria Del Carmen Gutierrez Saavedra adds: “Rocket Enterprise Analyzer was particularly important at the beginning of the project, helping us to understand the correlations, value and performance of our application portfolio. Our team leverages the tool to run impact analysis and planning activities, which in turn boosts control and productivity.”

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## Results

By moving to Rocket Software, Banco Guayaquil now benefits from an open, nimble, and cost-efficient platform for its core banking systems.

Franz Zambrano remarks: “With the Rocket Software solution, we have doubled our monitoring and supervising capacity and slashed the time taken to run overnight batches — by approximately 25 percent.

“We have also halved our energy costs and data center footprint, and cut mainframe-related expenses by 80 percent.

“Additionally, we experienced zero failures during the migration process, so our end-customers were able to access and use our digital services without delays or downtimes. Well-designed proofs of concept were instrumental in this.”

“The virtually limitless scalability of Rocket Enterprise Server on x86 machines is another strong point for Banco Guayaquil as the company gears up for growth,” adds Richard Roman, IT Manager at Banco Guayaquil.

Juan Luis Reca Montero concludes: “At the beginning of the project, we made a promise to the management team: that we would achieve that we would achieve full ROI in five years. Judging by how everything has been going so far, we are confident that we can achieve this in just three years. Thanks to Rocket Software and Maint, we are well on our way to becoming Ecuador’s leading digital bank, leveraging open, modern, and cost-efficient IT systems.”

**Modernization. Without Disruption.™**

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