



# The quintessential data hub

*Multiple industries look to Opsol Integrators for real-time business intelligence*

**T**O COMPANIES WORLDWIDE, OPSOL INTEGRATORS IS A familiar name. Opsol's flagship Integration Hub solution is already used for millions of transactions every day in financial institutions around the globe. In the United States, the solution's real-time rules and transaction routing capabilities help increase availability, reduce cost, and offload processing from a major bank's IBM mainframe. In Mexico, the Integration Hub plays a key role in a large bank's channel integration strategy, resulting in faster processing times, the elimination of "double postings" and information latencies, and centralized security. Clearly, Opsol Integrators is a force to be reckoned with in the financial services arena.

But Opsol is also well recognized in the healthcare industry. Its Integration Hub is now being used in one of the largest healthcare projects in Germany—actually, one of the largest projects ever undertaken in the European Union. The solution integrates 130,000 practitioners, 65,000 dentists, 21,000 pharmacies, and 2,200 hospitals to enable an integrated, single customer view, as well as handling the prescription cards for the entire country.

Meanwhile, the Opsol OmniMessaging solution has been deployed by some of the largest telecommunications providers in the world. In one case, a

telco using Sun servers faced growing operational and reliability problems. But OmniMessaging not only was able to deliver high availability and lower operational costs, but also helped increase the subscriber base from a few million to more than 20 million.

The fact is, Opsol solutions are deployed across industries and geographies. "Opsol is an ISV and a systems integrator for open systems," explained CEO Yash Kapadia. "Our focus is on mission-critical applications with high transaction volumes, and our key offering is an Integration Hub that adds value in multiple industries." One of Opsol's most important products today is the Opsol RTFS Integration Hub. Based on the HP Real Time Financial Services (RTFS) framework, it serves as the central "glue" across all the different banking channels at the front end and the back-office applications. The Integration Hub can easily be customized for other industry verticals as well. Opsol also provides a security product, OpenCrypto.

A broad layer of services (including professional services) is part of each Opsol implementation. In banking, for instance, the Integration Hub is just part of the story; the messaging solution sends e-mails from the finance application, while the

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security product handles single sign-on, passwords, and encryption. In government, the Integration Hub underpins large databases used for analytics to track border crossings, stolen cars, and the like, while a secure version of OmniMessaging (complete with encryption) virtually eliminates the risk of compromised data. In telecommunications, OmniMessaging supports not only short message service (SMS), voice mail, e-mail, and multimedia messaging service (MMS), but also mass alarms and emergency message broadcasts.

#### PLATFORM OF CHOICE

When you see an Opsol solution, it's safe to assume that an HP NonStop server is nearby. “We also do work on the HP-UX platform, and every once in a while we integrate applications in a Sun environment,” noted Kapadia. “But our focus is on applications that either go into or come out of the NonStop server, for example, to an IBM mainframe. Normally, the Integration Hub and the NonStop server are central to our solutions.”

Continued Kapadia, “One of the biggest reasons we partner with HP, especially the NonStop Enterprise Division, is because of the company's NonStop servers. They have the highest availability—and we definitely need this continuous availability for our customer applications. We have also found our HP counterparts to be very flexible in terms of support for prototypes, pilots, and implementations. This support is absolutely critical.”

NonStop system users familiar with HP's patented Zero Latency Enterprise (ZLE) architecture will be pleased to know that Opsol has continued to enhance this innovative technology—even packaging industry-specific versions in an easy-to-install CD format.

#### NEW MARKETS

All Opsol solutions have been validated for operation on the HP Integrity NonStop server, and Kapadia is pleased with what he's seen so far: “The performance of the new platform is significantly higher, so we are able to run our transactions much faster. As a result, we can use the extra cycles to run additional analytics for fraud detection or value-added offers. And the improved price/performance of the new platform brings down the entry price for our solutions, opening new markets for Opsol and HP.”

Today, enterprises want to run their analytics in real time to enable value-adds such as fraud management, timely customer offers, and enhanced customer service. By providing business decision-makers with up-to-the-second information and a single customer view across the enterprise, Opsol solutions make it possible to leverage real-time business intelligence and take the appropriate action in every customer interaction.

“For us, business intelligence is a matter of running rules in real time, being able to draw on historical data as well as absolutely current information, then using this input to make smart decisions and provide better value to the customer,” concluded Kapadia. “We have ‘productized’ our Integration Hub to make real-time business intelligence even more accessible. The Integrity NonStop platform and the Opsol Integration Hub work together to make this possible.” ♦

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