



Implementation of IT System in Bank Pocztowy S.A.

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Client's profile.

Bank Pocztowy was established in 1990 in Bydgoszcz. The shareholders of the Bank are Poczta Polska S.A. and Powszechna Kasa Oszczędności Bank Polski S.A. Bank Pocztowy renders its services in post offices and in its own branches throughout the country. The mission of the Bank is simple and easily available banking aimed at a group of clients who previously have not taken advantage of bank services. The Bank's offer is directed, first of all, to a retail mass client, especially from small towns and villages, and pensioners. The Bank has also a special offer for micro- and medium-sized enterprises. One of the goals of the Bank is an increase of the Post Group income from sale of financial services and an increase of the market share. The biggest distribution network in Poland, enabling to offer the clients basic financial services and the Internet – as an operating and support channel – introduces the Bank development plans. The Bank runs a financial education program, aimed at individuals who do not take advantage of any bank products.

Company's situation.

The offer of Bank Pocztowy is an interesting offer at the market of bank services. It consists in wide access to the rendered services – the Bank operates in almost 5 thousand post offices and enables making free of charge cash withdrawals in over 10 thousand places throughout the country.

Due to advertisement campaigns, the Bank is a recognizable and trusted brand at the Polish banking market. In 2010, the Bank may boast about the following achievements:

- Starting the first 20 micro branches of Bank Pocztowy – i.e. bank offices located in post offices

where already in the first few weeks of operating the sale of basic Bank products exceeded the initial sale plans over 4 times

- Increasing the number of clients taking advantage of the Bank's services – this year the Bank has already gained over 120 thousand clients
- Winning a golden award "The Client's Laurel 2010" in the category of "Bank Accounts for Seniors"
- Increasing the client's interest in real estate loans
- Developing services rendered by the Pocztowy24 portal

Solution.

In October 2008 Bank Pocztowy S.A. and Asseco S.A. concluded a contract on delivery and implementation of an IT system for attendance to and settlement of operations performed by the Treasury Department for the Division of Treasury Operations Settlement in Bank Pocztowy S.A. – def3000/TR [Treasury]. The contract constituted launching the system within 6.5 months from the contract conclusion date.

The implementation was carried out smoothly and according to the assumed premises. Due to a full cooperation def3000/TR was launched a month before the deadline, i.e. on April 7th, 2009. The implemented solution is integrated with a transaction system and general ledger [defBank Pro] and the data warehouse and reporting system [def3000/

MIS] which are already functioning in the Bank and whose deliverer is also Asseco Poland S.A. The def3000/TR system has interfaces for the following systems: Reuters Kondor+, SWIFT, SWIFT Target, Sorbnet, ESDI KDPW and ELBON RPW – the indicated interfaces have also been implemented in Bank Pocztowy.

Benefits.

The implemented system def3000/TR enables the Bank to attend to products of the treasury department and settlement transactions attended to by a team of the Back Office in the Bank. Implementing the solution Bank Pocztowy gained a possibility to:

- Automate the process of opening a transaction in the Back Office (implementation of the def3000/TR interface – Kondor+) – decrease of operational risk
- Automate evaluation of attended to transactions along with generating appropriate entries to the general ledger system
- Serve a majority of standard transactions along with automatic generation of book entries to the general ledger of the Bank
- Automate the generation of book entries for a majority of events connected with attention to foreign transfers SWIFT MT103
- Automate the generation of orders for ESDI KDPW Stream – control of balances at the depositary's
- Automate the generation of orders for ELBON RPW – control of balances at the depositary's
- Automate the generation of payment orders, confirmations and bank advice notes of attended to transactions (SWIFT, Sorbnet)
- Automate the export of data to data warehouses [def3000/MIS]