



## **Nord/LB selects Granville Associates to provide Business Intelligence for their London branch**

Granville Associates, who provide Business Intelligence solutions for banks, announced that the London branch of Norddeutsche Landesbank Girozentrale has selected Granville's Harvester solution to meet their business intelligence needs.

NORD/LB, with headquarters in Hanover, is a recognised German Landesbank, with a strong and growing presence in all the world's major financial and trading centres; it runs banking operations in London, New York, Singapore and Shanghai.

Harvester is a unique, packaged BI solution that combines a powerful Microsoft data warehouse with the fastest data modelling software on the market - namely TM1 from Applix, a global leader in business analytics.

Data will be extracted from NordLB's Midas system and then transformed, loaded and reconciled into the data warehouse. From here the data is restructured and loaded into TM1 OLAP cubes to allow bank staff to perform fast, sophisticated analysis, modelling and reporting. The intuitive user interface includes Applix's Executive Viewer, which will be used to present information in an easy-to-read and attractive format, both within the branch and for the bank's head office.

Ludger Wibbeke, COO and Deputy General Manager, Nord/LB in London says, "Our existing reporting capability presents us with many challenges, In particular, it is difficult to get at the information we need which means we spend too much time on investigation and have little time for the important analysis. We shall be upgrading from Midas to Midas Plus next year to improve our core banking system and the time was right to improve our management information capability. Granville's solution will also provide a significant benefit by helping reconcile Midas and Midas Plus during the upgrade process".

Fred Wehrenpfennig, Information Manager, Nord/LB Head Office adds, "Granville's Harvester solution will meet our current challenges in London, but we shall also be able to seamlessly upgrade to Granville's Factory product when we need to expand our operation. This could include importing data from our other operational systems (e.g. Murex) and also loading data from Midas systems in other branches, all into the same system. This would allow us to achieve enterprise-wide business intelligence"

The capabilities of the Granville solution were successfully demonstrated to the bank in a 'proof of concept' exercise earlier this year. An important need was for the solution to be live by the end of the year, so that a complete year's history can start building from 1 January 2008. The short implementation time of less than 2 months, means that Granville's Harvester was the ideal choice for Nord/LB.

Richard Peddar, CEO of Granville Associates, comments "Nord/LB needed a solution that could solve problems that are typical of many banks with legacy transaction processing systems. These systems were generally not designed with reporting in mind and it can be a major challenge achieving transparency of the valuable data which they contain. With its data warehouse, designed using Granville's generic banking data model, Harvester provides a single reconciled source of information for all reporting and management information needs. We package Applix's TM1 software with our solution. This is an ideal complement to the data warehouse as it allows banks to view, analyse, model and report this information in any way needed".

The implementation of Granville's Business Intelligence Harvester at Nord/LB is about to start and the system is planned to go live by January 2008.



**About NORD/LB**

NORD/LB Norddeutsche Landesbank Girozentrale, with a staff of 5,700 employees and a consolidated balance sheet total of 203.1 billion euros as at 31 December 2006, is one of the leading commercial banks in the north of Germany, with the focus of business activities on North and North East Europe. NORD/LB is Germany's top bank for national and international bond issues. It offers a wide range of financial services to its private, corporate and institutional clients and to the public sector. The main areas of specialisation of NORD/LB are investment, agricultural and real estate

**About Granville Associates**

Granville Associates delivers Business Intelligence solutions for banks. These solutions extract and transform data from banking systems and populate a generic banking data model to create a fully reconciled source of reliable banking information - "*one version of the truth*". The combination of a data warehouse and TM1 OLAP software allows immediate access to consolidated data with many flexible views, the ability to instantly drill to the underlying detail and perform quick, sophisticated analysis, modelling and charting. For more information about Granville Associates, please visit [www.granvilleassociates.co.uk](http://www.granvilleassociates.co.uk).

**About Applix**

Applix (NasdaqGS: APLX) empowers agile enterprises by offering the only complete Business Analytics software solution. The Company is focused exclusively on providing a single, cohesive Performance Management and Business Intelligence solution, with strategic planning, forecasting, consolidations, reporting and analytics across financial, operational, sales and marketing, and human resources departments. The Applix platform, powered by the renowned TM1 analytics engine, reaches farther, deploys easier, and reacts faster than any business analytics solution available today. Applix and its global network of partners help 3,000 customers worldwide manage their business performance and respond proactively to the marketplace. Headquartered in Westborough, MA, Applix maintains offices in North America, Europe and Asia Pacific. For more information, please visit [www.applix.com](http://www.applix.com).

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