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CIOReview 20 MOST PROMISING HP SOLUTION PROVIDERS 2014

20 Most Promising HP Solution Providers

HP's service offerings span most facets of an IT environment, including data centers, storage systems, enterprise software, communications networks, desktop computers, mobile devices and printers. Also, their Strategic IT Advisory Services offers guidance for cloud computing, enterprise architecture and service management. With these increasing products and services, CIOs find it extremely challenging to navigate the complex and fragmented HP landscape while looking for services that best suit them. This is where a host of partner companies help them with selection, implementation, and support. Their technology services support portfolio, address the organizations' needs to take full advantage of technology to drive businesses.

Partnering with HP, the solution providers offer business and technology consulting services to organizations and government agencies worldwide.

They focus on helping organizations improve their IT operations and transition to new technologies, such as virtualization, cloud computing and converged infrastructure.

To help CTOs, CIOs, and CEOs find the right HP Solution Provider for their enterprises, our selection panel has evaluated hundreds of HP Solution Providers that own innovative technologies, methodologies and outstanding customer service in this space. They support CIOs to build their IT strategy to align directly with that of the business and innovate in their industries with business services powered by technology.

In our selection, we looked at the vendor's capability to fulfill the burning need of cost-effective and flexible solutions to that add value to the complex HP landscape. We present to you CIO Review's 20 Most Promising HP Solution Providers, 2014.

Lusis Payments

High Performance, Low Cost and Flexible Software Simplifies Payment Industry

Many organizations are slow to turn towards innovative strategies and technological advancements in their retail payment arena and indiscriminately trust legacy systems for data storage and payment processing. Their idea of embracing change is driven by groundless assumptions and fear of uncertainties that are capable of putting businesses at jeopardy. Using outdated payment application methods sans Internet services, enterprises will never be able to exploit the benefits of HP NonStop servers, like data integrity, security and back-up. Lusis Payments, one of the renowned providers of modern software solutions and services for the payment industry across Europe, Asia and the United States, helps address this challenge by ensuring that its clients reap the advantages of modernization available on the HP server platform to have organizational flexibility and dexterity.

Lusis Payments introduced novel software solutions for the payment industry in 2001. TANGO, one of its most efficient and service-driven solutions built on Service Orientated Architecture (SOA) empowers its customers in the banking and financial space to enjoy the perks of innovation and the ability to evolve with HP servers. TANGO supports transactions such as acquiring, routing, switching, authenticating, and authorizing across multiple channels, including ATM, POS, e-Commerce, and mobile situated in different geographic areas. Its very architecture provides customers maximum flexibility in terms of their choice of platform, database and operating environment including Linux and UNIX. "TANGO technology is based on POSIX specification and also supports the HP NonStop environment by running as an open application on the OSS layer


of the operating system and uses a SQL/MX database in that configuration. Our customers can control their own destiny and that's what really makes TANGO an outstanding solution," said Philippe Prével, CEO of Lusis Payments.

TANGO has a central Data Bus that works with any business or technical function requirement while processing a transaction that can originate from any source. These transactions are received by the Data Bus, which in turn routes these messages that support varied and multi-leg transactions. BankservAfrica,

one of Lusis's customers, implemented TANGO for its low ownership cost on the front end and on an ongoing basis. The client witnessed a positive change in the payment environment that enabled them to develop new service products to procure new business contracts.

In another instance, Lusis and Credit Agricole (CA) in France developed a product offering called "LitePOS" to manage a very large POS estate with TANGO as its central server. With that, CA saw a massive attrition of complexities and costs connected to the management of 300,000 devices. And finally, a North American bank's successful replacement of an obsolete legacy system, at a very low cost, and easy adoption of the most recent technology, is additional testimony to TANGO's functionality.

Lusis Payments outshines its rivals for its profound acumen in the electronic payments business and its successful formula for its operation. Renowned clientele and HP partnership form its unique asset and main proponents for creation of high-performance solutions. Lusis's philosophy mirrors Prével's belief on paying close attention to customer needs. "We have worked with Lusis Payments at all levels, technically, to get TANGO software into the NonStop environment to tune it and gain from its utmost performance. The company's clear grasp of business and dedication towards customers plays a vital role for its overall success and product efficacy," remarked Randy Meyer, VP and General Manager of HP's Mission Critical Systems.

Even after attaining a trump-card across the United States for TANGO's scalability and success in X86 testing, Lusis does not rest on its laurels, and the company plans to work on new interfaces and cloud configuration projects. 



Philippe Prével

“TANGO is a technology offering an integrated infrastructure that is highly efficient, while its genuine service-oriented architecture significantly reduces development time and cost”

Lusis Payments Inc., Americas

recognized by CIOReview magazine as



An annual listing of 20 companies that are in the forefront of providing HP Solutions and impacting the market place.

Pradeep Shankar
Editor-in-Chief
CIOReview

Company:

Lusis Payments

Description:

Software and service provider to the global retail payment industry to reduce risk and operation cost

Key Person:

Philippe Prével
CEO

Website:

luspayers.com

