



## TOP 5 GLOBAL BANK RELIES ON TANGO FOR SUPERIOR AGILITY AND IMPRESSIVE COST SAVINGS

### THE CLIENT

This Lusis Payments customer is one of the largest financial institutions in the world. The organization has over 10 million global customers covering several public and business sectors. They provide tailored banking solutions for personal, small business, commercial and cross border payments.

### THE NEED: Freedom from a Constraining Legacy Payments Platform

The client's business was becoming severely constrained by their 28 year-old legacy payments system. The high cost of ownership, lengthy development times, and soaring maintenance challenges became urgent pressures for change.

The legacy software was widely utilised throughout the client's vast line of banking services. It was therefore crucial that the new solution would provide a highly extensible architecture, facilitate low-risk migration projects, and have the robustness to handle diverse and high-growth volumes.

Additional high-priority requirements included;

- a demonstrable reduction in application lifecycle costs,
- increased efficiencies in supporting new regulations and scheme mandates, and
- the agility to continually, and rapidly, adapt to changing consumer needs.

### THE SOLUTION:

#### TANGO by Lusis Payments

The client performed an extensive study of all leading payments solution providers. This analysis showed the decisive advantages of selecting TANGO from Lusis Payments. The TANGO solution far exceeded all of the client's business and technical requirements. TANGO's architecture, flexibility, and cost of ownership advantages were identified as particularly compelling.

*"We have implemented more "new" functional capabilities in the last 3 years on the TANGO platform than we have in over a decade on our previous legacy platform. It is great to be free from all the constraints."*

### THE RESULTS:

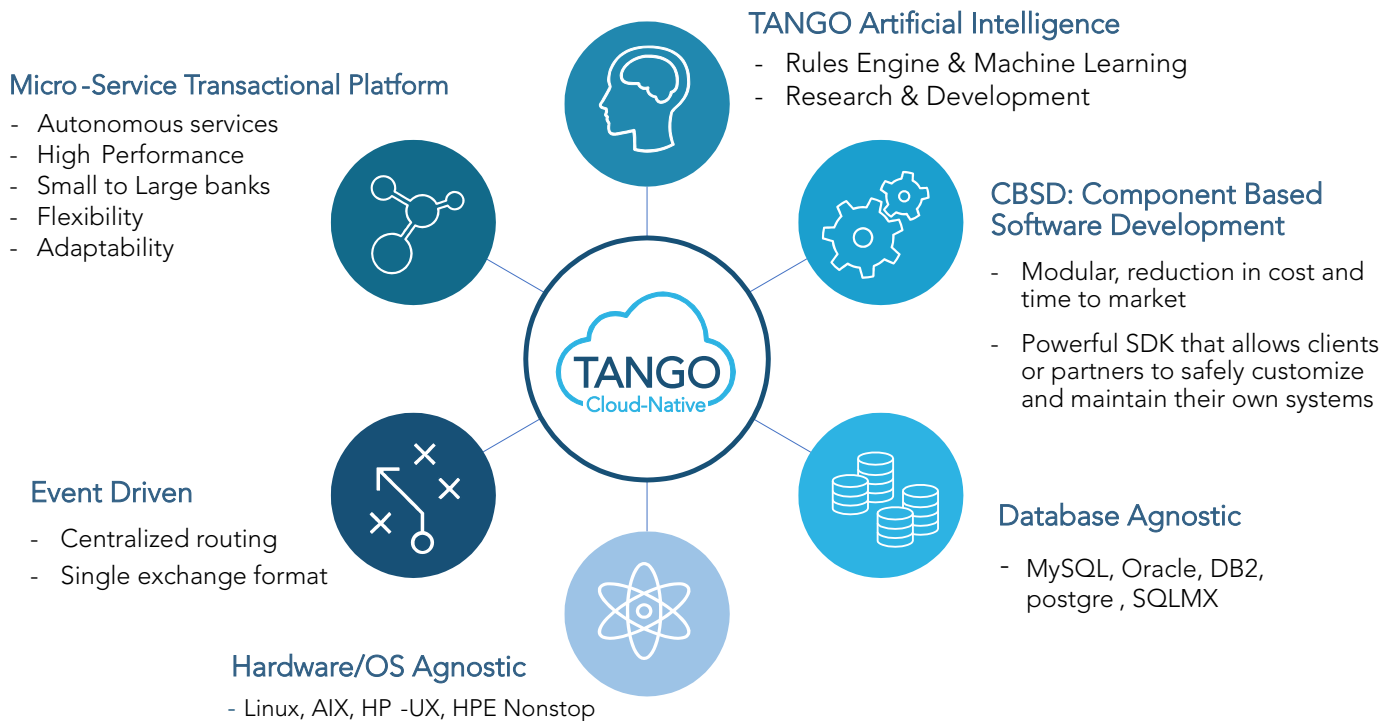
#### Cost Savings, Scalability and Growth

The switchover to TANGO provided the client with an immediate 50% reduction in total cost of ownership.

The implementation of TANGO began with POS services then followed by ATM, Remote Banking, Apple Pay, Google Pay, and Dynamic Currency Conversion. Lusis' expertise and agile delivery methodology was a clear success factor in the low-risk migrations and rapid implementations.

## THE TANGO ADVANTAGE

TANGO provides a modern, cloud-native, open SOA for acquiring, routing, switching, authenticating, and authorizing transactions across multiple channels — including ATM, point of sale, Internet and mobile banking. TANGO also supports multi-institution environments across different geographies and features integrated active-active and DR support for the ultimate in processing robustness.



TANGO is equally versatile whether it is fully deployed in the cloud, on-premise, or in a hybrid configuration. TANGO provides the maximum flexibility regarding choice of platform, database, and operating environment to meet the bank's hardware and software preferences.

*"The Lusis team did a tremendous job and we are immediately following this third migration with the integration of the USA bank we've acquired, a tremendous testament to Lusis and the flexibility of the architecture!"*

TANGO's unique design removes complexities and reduces migration risks and time frames. Off-the-shelf functionality and rapid development capability means that standard card types, international card schemes and devices, national and regional switches, and hosts can be easily deployed within the standard product.

## THE CONCLUSION

Using TANGO, the client successfully migrated a rich suite of payments services off their legacy system onto a modern, agile platform. TANGO continues to empower the client's strategic growth and ongoing cost savings.

**lusis**  
Payments

*The Proven Advantage*

### France:

5 Cité Rougemont  
75009 Paris  
France  
(+33) 1 55 33 09 00

### United States Office:

315 Montgomery St.  
#900  
San Francisco, CA 94104  
(+1) 415 829 4577

### UK:

1 Northumberland Ave  
Trafalgar Square  
London, WC2N 5BW  
(+44) 207 868 5288

### Luxembourg:

321, route d'Arlon  
L-8011 Strassen  
Luxembourg  
(+352) 31 35 02-1

### Latin America:

Francisco Díaz Covarrubias #14,  
Circuito Ingenieros, Ciudad Satélite,  
Naucalpan de Juárez, Estado de México,  
CP 53100  
(+52) 55 9195 5136

[www.lusispayments.com](http://www.lusispayments.com)

[sales@lusispayments.com](mailto:sales@lusispayments.com)