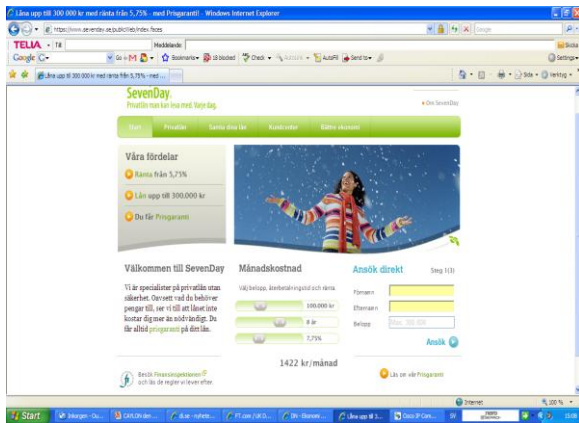


Successful case: Project Greenback

Over the past 4 months, we have completed a task which was regarded as a mission impossible by European professionals.

*“My Swedish colleagues believed that having a release in production only 4 months after project start was an impossible mission”*

*-- Mr. Per Sigurdson, the project manager of SevenDay, said after the successful release of the project.*



The competition in personal loan market of north Europe is pretty intensive. Our client’s main rival usually buy a commercialized business solution from a third party. From our client’s point of view, their systems are neither user-friendly, easy to operate, nor high efficient. Meanwhile, the TCO (Total Cost of Ownership) is also running in the air. Greenback Personal Web Loan System is developed by CVIC SE, cooperated with SevenDay and based on over 18 years financial experience, as well as utilizing Danske Bank as the credit base, which is the top one bank in Denmark and is the Top 500 enterprise in the world. The system distinguished itself from various competitors with outstanding benefits and became the most efficient personal loan system.



Why was Greenback Personal Web Loan System regarded as an ‘impossible mission’ by European professionals?



In order to break through the highly competitive market and grasp new market opportunity, Our customer need to provide personal loans via internet, with high technology and innovative design to assist credit rating defined by the Credit Scoring and the Risk Based Pricing. 90% of all loan applications are submitted via internet, this is totally different from the existing counter application process which is known as High Street Banking. Greenback system is one of the most innovative financial facilities in north Europe. The successful outsourcing practice has made both CVIC SE and SevenDay facing new business opportunities and potential challenges.

<p>First project by CVIC SE and SevenDay</p>	<p>To meet and ahead of the intensive competition, SevenDay needs to boost its competitive ability by setting up innovative business model with reasonable low cost, on time delivery at high quality. This project is initial cooperation between CVIC SE and Scandinavian company; by this the two firms have to face culture gap, different custom and habit which sometimes are not so easy to surpass. Another important thing both sides should always consider is accurate and effective</p>
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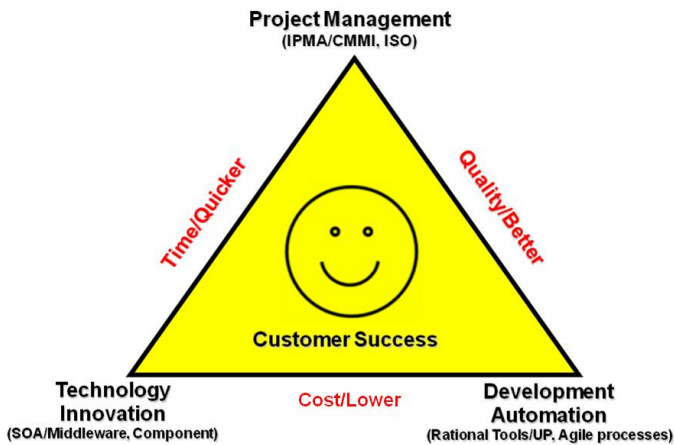
	communications on behalf of the project management.
<b>Brand new business model</b>	Greenback project is the first online personal loan system designed and implemented by SevenDay. It is one of the most advanced and innovative financial products globally, so there are inherent possibilities to have more changes and new ideas to be handled during development. The system has quite a lot interfaces to communicate with external financial systems so that associated integration work is one of technical focuses for us. It also requires more efficient business work flow, for instance, handling a loan application from submit to the final disbursement, it only takes 3 days while the existing High Street Banking system needs 2 or 3 weeks to transact. System needs real time Data Warehouse and versatile reports to provide the business analysis and decision support.
<b>Extensive usages of latest techniques</b>	The system adopts advanced Java Web Start technology, which differs from the traditional C/S and B/S models; adopts Agile project management model to deliver; adopts SOA architecture, widely uses latest open source and management tools like JBoss ESB, Cruise Control and SVN and so on.

SevenDay and Danske Bank, the first user of the system, emphasizes timing and budget, ask the first testable version should be released within 4 months and the system goes on-line within 6 months. So, in sum the delivery is 3-4 months ahead comparing with similar projects worldwide.

How could CVIC SE make the mission possible?

- 1. English-speaking outsourcing team, with prompt project management and Collaborative Development Platform.** CVIC SE has an English-speaking outsourcing team which is familiar with north European business circumstance and culture. The team has introduced the agile project management and uses scrum meeting, morning meeting and weekly meeting as communication channel, as well as Skype as the communication tool. These have reduced both time and geographical distance between China and Sweden. The team also utilizes open source software, Mantis, as information share platform, which are known as “localized management” for Swedish side, thus to reduce the development cost almost to zero. The team takes advantage of the time difference between China and Sweden, to extend working time to 16 hours a day, increase efficiency, and ensure the consistency of cooperation and project process.
- 2. Rich experience in financial information and follow advanced financial trend worldwide.** CVIC SE has over 18 years experience in financial system. According to the system feature and configuration, our specialists and engineers, who are familiar with financial business, they work together with our partners to complete the high-end missions like requirement analysis, architecture and system modeling. Based on north European financial characteristics and international loan business trend, as well as introducing the IBM Rational tools to assist requirement changing management, so that we can obviously boost the efficiency in handling requirement changing.
- 3. Improve the usage of new technology.** Facing the advanced new architecture and new technology, CVIC SE project team invests huge passion, aspiration and hard studying through organized training, self-study, and network technical community. With regard to the key technical

problems, CVIC SE solved them through its local connections and cooperation with National University of Defense Technology, Renmin University of China, Beijing University, and so on.



Aforesaid successes are turnouts of utilizing CVIC's Management Triangle. Under our Quality Management System, the project quality is ensured by using automatic development tools and criterion, the project iteration rate is increased by utilizing component base maximally, so as to reduce the development time and level down the cost. Here are outstanding benefits that CVIC SE brought to our client.

- Nov 2007, the first release of project was submitted on schedule, passed User Acceptance Test and went on-line successfully.
- July 2008, the second release of project was submitted on schedule, passed User Acceptance Test and went on-line successfully.
- The development cost for SevenDay is only 1/7 comparing with Swedish local development.
- By the end of year 2008, Danske Bank has lent out 900 million SEK personal loans by using Greenback Personal Web Loan System.

As what our customer mentioned in his letter:

*"I would also like to express my gratitude to the whole team for an excellent job where we once again have proven that we together are capable of developing complicated software solutions in short timeframe and with high quality. This will be our second success story..."*

We believe that in today's flat world, CVIC SE together with its partners and customers will provide more and more successful stories in the coming days.