

Rabobank International provides faster financial insight through a real-time Web portal.

Overview	
Rabobank International	Utrecht, Netherlands www.rabobank.com www.rabotreasuryweb.com
Industry	<ul style="list-style-type: none"> • Banking, Financial Markets
Software	<ul style="list-style-type: none"> • IBM Lotus software • IBM WebSphere software
IBM Business Partner	<ul style="list-style-type: none"> • Virgil



“Using the solution from Virgil and IBM, we believe that we offer the fastest, most convenient access to financial data now available in the Netherlands.”

—Theo van Koningsveld, manager - Electronic Distribution Wholesale, Rabobank International

Having started as a group of small rural banks in the late nineteenth century, Rabobank International is now a large conglomerate comprising 288 local banks that provide a wide range of financial services and products to Dutch retail and business markets. Rabobank International is part of the larger Rabobank Group, a market leader in virtually every financial services area.

Challenge

Rabobank International comprises 288 banks that provide a wide range of financial services to businesses and consumers in the Netherlands. To offer the best rates, prices and advice to customers, Rabobank must have the quickest possible access to stock market data, interest and exchange rates, and other information. But like most large banks in its market, Rabobank used separate internal applications to tap into the various data sources. This process forced staff to toggle through several interfaces to find all of the pertinent data for a customer, making it hard to offer fast, quality advice. Maintaining the various applications was also costly. To better serve customers, Rabobank needed to deliver financial insight more efficiently.

Solution

Rabobank became the first bank in its market to integrate financial data sources into a centralized, customizable portal. Based on software from IBM and IBM Business Partner Virgil, the portal enables staff to provide faster, more accurate advice, and it allows customers to track relevant data in real time via the Web. Virgil’s technology leverages IBM WebSphere software to integrate directly with the data sources, making it possible to stream financial data as it changes, without multiple applications.

Benefits

- Staff and customers can access the data they need 35% more quickly
- Lower application costs cut TCO by 15%, enabling an 18-month ROI
- First-to-market functionality increases customer satisfaction



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