



China Systems best of class competition to win the **GTR** award for best trade finance software provider, according to the voters in our readers' poll.

The software provider has established a strong market presence, with a loyal and growing international customer base of more than 150 customers worldwide. Its flagship product is Eximbit, a well-known toolkit for trade services within the banking industry. Over the past year it has successfully secured a number of new contracts, including one with Bank of China, another with Isbank in Turkey, a deal with Standard Bank for a payments

product, a contract with a large commercial bank in the United Arab Emirates (UAE), and one for a large bank in Romania.

Speaking to **GTR**, regional sales director, Digby Bennett explains some of the most

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significant achievements of the past 12 months: "We increased our large customer base, with very large installations some in

excess of 6,000 workstations. We have also moved our customer base to ISO 20022 business standards and J2EE and SOA technologies. We also have three large supply chain finance installations underway."

He adds: "Our system is flexible but it maintains its upgrade integrity. Customers get exactly what they want." But, of course, there will be challenges of the horizon for China Systems as it moves into 2011. "There will be increasing pressure to reduce costs and improve efficiency. Those drivers always exist, but the business climate is pushing everyone harder," Bennett explains.

"Standards like ISO 20022 are slowly being adopted. Major operational gains will be realised when we all play by the same rules. Technology integration is also towards moving service oriented architecture. Those on the other systems will be left behind."