A flexible partner to meet big ambitions

Case study

Vodafone Cloud and Hosting enables fintech leader Bravura Solutions to remain flexible and secure.

The future is exciting.

Ready?

vodafone

Matching Bravura's big ambitions

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Today, Bravura clients include major 'blue chip' financial services players in the APAC and EMEA regions – giants like Legal & General, Perpetual and Fidelity. Clients use Bravura's comprehensive suite of intelligent products – including their flagship product Sonata – to administer their customers' pensions, workplace savings, life insurance, superannuation funds, investments and funds administration services.

However, a few years after inception, this successful business encountered a sizeable challenge. Bravura adopted a bold new growth strategy – more territories, more products, more capabilities – and a clear customer proposition to deliver intelligent, ultra-secure, agile solutions for global financial businesses. To support this strategy, the ambitious fintech firm needed a hosting and connectivity partner who could match its drive, share its confidence and help the business develop.

So they met with Vodafone Cloud and Hosting.

Vodafone were the only provider able to put together the total package of services to match Bravura's needs now and in the future – including managed primary and backup hosting, fixed connectivity and security.

Accelerating the pace of business

"The ability to scale our offering to meet evolving market conditions is of the utmost importance," says Bravura CIO, Terry McCann. "Our clients frequently need to make changes: doubling their footprint, expanding applications into new countries or running rapid test and development cycles. We need to respond to flux without delay– and Vodafone has helped us handle almost continual growth."

Vodafone Cloud and Hosting's managed hosting offering gives Bravura the commercial flexibility to scale its IT capacity up or down and call upon temporary resources on a needs-basis.

Similarly, smart infrastructure and secure global connectivity help ramp up the pace of business by allowing everyone to work more efficiently. Terry agrees: "Because we can get applications and tools to our clients whenever and wherever they need them, employees are better connected and more productive. Vodafone Cloud and Hosting brings together managed hosting, security and fixed connectivity, delivering the simplicity, peace of mind and agility we need."

More than just keeping the lights on

Without secure, there can be no smart.

With £1.4 trillion of other people's money to take care of, security and data sovereignty were high on the agenda for Bravura. "Clients rely on us to provide a secure service in a highly regulated market," says Terry. "It's very important to know that the technology partners we work with can tick the security and resilience boxes. Clients trust us for our consistent, reliable, high quality performance, which helps them strengthen important relationships and grow the value of their customers' portfolios. We needed a partner with global reach, large infrastructure and brand heritage. Vodafone Cloud and Hosting brought all of those to the table."

For the last five years, Vodafone's infrastructure has provided a solid bedrock to underpin Bravura's innovative business model, freeing up IT staff to focus on adding deep functionality to existing software and pioneering new services. With Vodafone, Bravura knows its clients' business-critical data is in safe hands, protected in a managed hosting solution and delivering continuous connectivity.

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>
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> CIO, Bravura

Creating the conditions for innovation

With exceptional capabilities for cloud, hosting and connectivity, Vodafone is a smart choice for progressive businesses that want an end-to-end offering from a single global provider. The more Bravura develops its relationship with the Vodafone Cloud and Hosting team, the more opportunities emerge.

"Right from the beginning, we were impressed by their level of engagement in our requirements and challenges," recalls Terry. "Vodafone's drive to understand us makes every conversation quicker, more productive and more creative. It's a true partnership."

Passive suppliers sap a company's resources instead of freeing them. By contrast, Vodafone nurtures transparent long-term relationships that build value for clients. Now, they maintain a daily operational presence within Bravura, providing on-site support and account management. That commitment allows Bravura to make its own unparalleled Service Level Agreements and present a seamless customer and employee experience.

Innovative businesses seek innovative partners. In choosing Vodafone Cloud and Hosting, Bravura has underscored its ambition to forge ahead with smart fintech solutions.

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Discover how the cloud can make business life simple

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