

COMARCH

Factoring data migration from Raiffeisen to BNP

CASE STUDY



BNP PARIBAS

Dossier

COMPANY:

BNP Paribas Faktoring (Poland)

INDUSTRY:

Factoring and supply chain finance

PROJECT OBJECTIVE:

Data migration from Raiffeisen Polbank to BNP Paribas Faktoring following the acquisition

IMPLEMENTED SOLUTION:

Comarch Factoring Platform

SOLUTION AND MIGRATION SUPPLIER:

Comarch

PROJECT DURATION:

01.2019 – 06.2019



Project objectives

In 2019, Comarch was selected as a provider of data migration services from a factoring platform used by Raiffeisen to another platform working at BNP Paribas.

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Handling the migration at the BNP Group came natural to Comarch, as we had successfully run this kind of projects within the group before.

Arkadiusz Kleszcz

Project Manager at Comarch

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After the acquisition of Raiffeisen's factoring business in Poland, we needed to unify our systems. By the end of 2019, we became second largest factoring company with 2 500 clients and a turnover exceeding 10 billion EUR.

Paweł Kacprzak

Board Member at BNP Faktoring

Project challenges

The biggest challenge was no cooperation with the previous vendor. As a result, we were not allowed to access Raiffeisen's servers managed by the said vendor, and could only display current system data without the history that is vital for data consistency.

We had to find a workaround tool which converted the available data into files and then processed them for migration purposes.



We have identified various discrepancies and workarounds in the ex Raiffeisen's platform, which had to be taken into account to avoid shaking up BNP's operations and preventing customer churn. For this purpose, we came up with a mechanism which detected potentially erroneous data.

Arkadiusz Kleszcz

Project Manager at Comarch



Our customers range from SMEs to large corporations – both with their specific set-ups, so we could not go with a catch-all migration for everybody. Knowing this, Comarch has come up with a gradual migration model, so we could accommodate the customers who needed more time and attention.

Eliza Wyrzykowska

Board Member at BNP Paribas Faktoring

Project results / benefits

After few months of preparation, we have developed and deployed a multi-threaded migration tool, which was ready to run over a weekend. The new BNP-Raiffeisen entity became second largest in the country in terms of factoring turnover after only 1 quarter.



After each step in the migration we had the chance to verify if we were on the right track. If needed Comarch would introduce minor corrections without altering the whole process.

Eliza Wyrzykowska

Board Member at BNP Paribas Faktoring

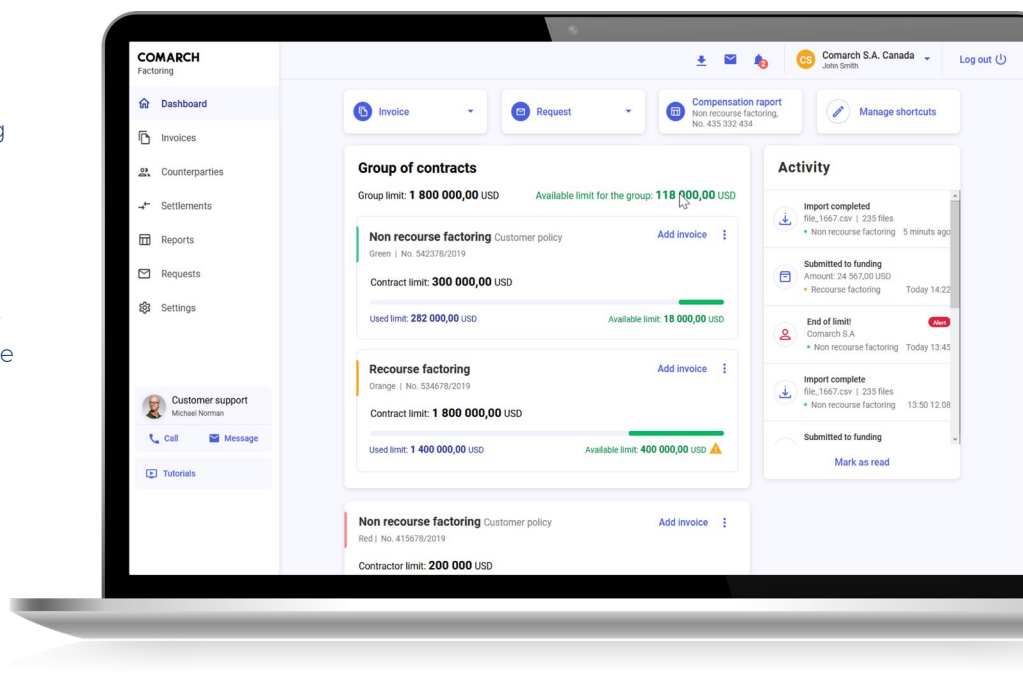


Solution scope

Comarch Factoring Platform

Comarch Factoring is the newest version of a web-based solution designed to deliver end-to-end transaction processing for factoring companies and banks offering factoring services.

The solution's front-office focuses on the best UX experience and functional aspects to facilitate daily operations and processes within the system's back-office.



BNP Paribas Factoring

BNP PARIBAS Factoring is the European market leader in invoice finance and factoring in terms of geographical presence and turnover. The group can offer full-service international, standard and tailor-made factoring services and solutions to customers in 16 countries with footprints in two continents: Europe and Africa.

COMARCH

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France	Thailand
Germany	The Netherlands
Italy	Turkey
Japan	UAE
Luxembourg	UK
Malaysia	Ukraine
Mexico	USA

ABOUT COMARCH

Founded in 1993 in Kraków, Poland, Comarch prides itself on being one of the leading software houses in Europe with over 6000 employees worldwide and thousands successful projects carried out for the largest international brands.

Over 27 years' experience in the industry, Comarch Financial Services, a business sector within the Comarch Capital Group, specializes in developing sophisticated software and IT systems for major financial institutions in banking, insurance and capital markets.

Our expertise has gained worldwide recognition and a significant portfolio of clients among insurers, banks, mutual and pension funds, brokerage houses and asset management companies in more than 30 countries. Our client list includes UniCredit, Société Générale, BNP Paribas, Ergo, Oney, Allianz, and more.

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