



OPEN LINK FINANCIAL, INC. – DISCOVER THE NEW WORLD OF ENERGY AND FINANCIAL COVERAGE...ONE UNIQUE APPROACH AND ONE SIMPLE SOLUTION.

OPEN LINK FINANCIAL, INC.
Uniondale, NY
www.ofl.com

INDUSTRY:
Software solution provider for the energy and financial markets

ANNUAL REVENUE:
\$183.6 MILLION

EMPLOYEES:
OVER 750

ORACLE PRODUCTS AND SERVICES:
Oracle Database 11g
Oracle RAC 11g
Oracle Coherence

- KEY BENEFITS:**
- Unparalleled client support
 - Extensive breadth of product coverage
 - Centralized management of key business functions
 - Reduced cost of ownership
 - Trader-centric front-office
 - Richest middle-and back-office of any trading software
 - Back-office that provides full security and auditability
 - Truly integrated system
 - Completely open architecture

"The Oracle RDBMS has been an integral part of our ability to meet the scalability and reliability demands of our clients. OpenLink's trading and Risk Management solutions require a mix of Decision Support and high volume Transaction Processing. Oracle has enabled our products to keep ahead of increasing demands for higher trading volumes and more complex analytical processing. We look forward to the new features of Oracle 11GR2 to continue to enhance the capabilities of our solutions." – Michael Gallagher, Chief Technology Officer, Open Link Financial

OpenLink is a leading developer of cross-asset trading, risk management, and related operational and portfolio management software. With over a decade of steady growth behind us, and with exciting innovations and enhancements ahead in the future, OpenLink provides constantly evolving solutions - Endur® for the energy /utility markets and Findur financial institutions and banks. The global client base includes energy marketers, banks, central banks, insurance companies, corporate treasury departments, hedge funds, asset managers, and public utilities.

Our solutions address both technical and business requirements, facilitating the conversion of labor-intensive front- through back-office tasks into highly efficient and automated processes.

OpenLink's flexible and configurable market solutions empower traders to trade smarter, risk managers to monitor with confidence, and operations professionals to manage efficiently.

OpenLink supports virtually all asset classes including cross-market structured/hybrid products, interest rate derivatives, credit derivatives, equity derivatives, fixed income securities, commodities, foreign exchange and money markets.

Using a single framework, OpenLink has developed an integrated software suite that easily manages the deal life cycle of both physical and financial transactions across a variety of markets. Now widely accepted in both energy and financial circles, the solutions are part of an integrated, cross-market environment that delivers the scalability and flexibility needs to accurately

“We wanted to have a fully automated trade processing capability for all of our current asset classes, including foreign exchange, money markets, fixed income, loans and deposits and their associated derivatives. It was also important that the solution be flexible enough to handle potential businesses, such as complex structured products, credit derivatives, energy and commodities.”

- Antoine Sreih
Chief Executive Officer,
Europe Arab Bank

“As well as being a very successful company in its own right, OpenLink has played a crucial role in the advancement of energy trading over the last 15 years,”

- Stella Farrington,
Editor, *Energy Risk Magazine*

navigate today’s quickly changing markets.

Why Oracle?

Oracle is an advanced, mature, and stable database platform that provides OpenLink with a solid foundation to build an advanced software solution for the demanding financial and energy markets.

Advanced features such as Autonomous Transactions and Multi-Version Concurrency set Oracle apart from other database vendors regarding scalability and allow OpenLink to support its mix of decision support and high volume transaction processing requirements.

Products like Oracle’s Standard Edition through Oracle’s RAC allow OpenLink to support our smallest to largest customers with one comprehensive solution. Oracle’s RAC offers unparalleled scalability as demands grow on the database server, providing a highly available database capability.

Further, Oracle’s ability to run on many platforms, its extensive product mix, and its world class support options allow OpenLink’s software to fit into any customer’s IT environment.

In order to maintain our ability to provide real-time positions as transaction/scheduling volumes continue to grow, we are offering a new fault-tolerant, scale-out, extensible, real-time data grid architecture built on Oracle’s Fusion Middleware, specifically the Coherence product. This architecture will have data warehouse-like aggregation capabilities and will complement our existing computational grid.

Implementation Process and Best Practices

OpenLink provides world-class turnkey implementation services for our customers worldwide from our 8 centrally located offices on 5 continents. These solutions are based upon a proven professional services implementation methodology derived from lessons learned over the past 15 years, and continually enhanced to address new technologies and evolving market-driven business needs. OpenLink’s employee consultants include career Project Managers, functional and subject matter experts from the industry, and deeply skilled product experts and technologists.

For our implementation projects, OpenLink’s professional services teams partner with our clients who provide a small core team of business and

technology specialists to jointly design and deliver a complete business and technology solution. OpenLink's standard implementation cycle consists of four distinct stages—the Workshop Phase, Design Phase, Configuration Phase, and System Acceptance Test Phase. This methodology has been customized for OpenLink's product set and ensures that our clients can take advantage of the tremendous customization capability of OpenLink's software to model their business. Knowledge transfer is also a guiding principle of OpenLink's implementation methodology as all client projects begin with classroom training. Subsequently, each phase of the project contains cross-training activities to ensure that our clients are owners and operators of their new system by the end of the Configuration Phase.

Each OpenLink implementation project is as unique as the client's business processes and requirements dictate. While the timelines and work effort vary from client to client, the core implementation methodology and approach is the same.