

HBL signs a global agreement with TPS for PRISM

TPS at Cards and Payments Middle East, 2007

TPS acquires silver partner status with Symantec

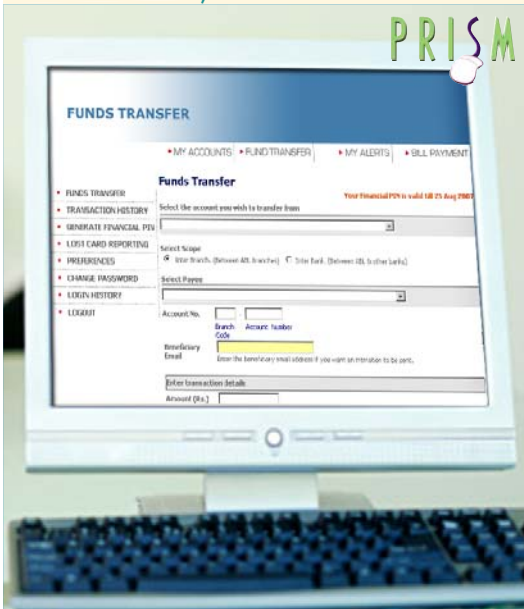
TPS participates in P@SHA Job Fair and Rozee.PK Job Fair 2007

# Trans *zine*

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## Allied Bank launches Inter Bank Funds Transfer facility on its Internet Banking channel: the changing landscape of inter bank payments

IBFT on PRISM, now at Allied Bank



Allied Bank successfully launched Inter Bank Funds Transfer (IBFT) on 30th May 2007 on Allied Direct - its Internet banking channel powered by PRISM from TPS. With the launch of IBFT on the internet, ABL became the first Bank in Pakistan to offer its customers the facility to transfer funds from any account over the internet to any other account held at any participating 1-Link member bank. Allied Bank Limited being one of the most prevalent banks in Pakistan has over 700 online branches located in over 300 cities and towns, driving the largest ATM network of over 350 ATMs in Pakistan. The bank has the largest data communication network with all its branches offering real-time online banking.

Offering various standard and innovative e-Banking services through its diverse choice of alternate delivery channels, Allied Bank continues to empower its customers with further convenience and service offerings. The Bank already has the widest Inter-Branch Funds Transfer facility which is available to all its account holders across the country which can be initiated from any branch, from Internet or from Allied Bank ATMs. The new Inter-Bank Funds Transfer Facility (IBFT) which was earlier available on the Bank's ATMs has now been launched on Internet also. This facility has further enabled ABL's customers to make payments round-the-clock, without the need to raise physical documents such as cheques, bank drafts etc., and without having to visit the ATM. It is also ideal for cross city Inter-bank payments as it allows funds transfer in a real-time, fast, secure, cost efficient manner, anytime and anywhere. The launch of IBFT will also open up exciting new possibilities over the internet in the areas of customer to customer (C2C), business to business (B2B) and customer to business (C2B) transactions.

"Inter Bank Funds Transfer facility on internet banking channel is yet another proud addition to our wide array of convenient and cutting edge services that provides our customers the ultimate funds transfer convenience. Providing prompt services to customer has enabled us to scale upwards both in terms of transaction volumes and customer services. The successful launch of IBFT on PRISM is a milestone for Allied bank and we look forward to a lasting relationship with TPS". Mr. Iqbal Abdulla, SVP/Head Technical Services Allied Bank Limited.

# Habib Bank Limited opts for TPS' PRISM - Internet Banking solution

Habib Bank Limited, one of the largest banks in Pakistan has chosen TPS' PRISM solution for offering full featured Internet banking services to its customers around the globe. At Habib Bank, PRISM will offer a unique blend of consumer and corporate banking services with a diverse multi-institution architecture for HBL's worldwide customer base in over 25 countries. Habib Bank has been a pioneer in providing innovative banking services and the new Internet Banking service is another feather in the cap.

In an interview with Mr. Hassan Haider Rizvi, SVP and Divisional Head, IT Group and Mr. Shakeel Abidi, VP IT Projects, IT Group.

## What are some of the key elements Habib Bank was looking for in its Internet banking solution?

Rich transaction sets, ease of integration across all back-office systems and front-end channels, flexible architecture, secure and reliable, scalable and robust Internet banking solution that Habib Bank can target as a firm banking medium for our worldwide customer base.

## Why did Habib Bank choose TPS to help fulfill this initiative?

Most importantly, we were looking for a Complete Solution Provider rather than just another Internet banking product. And TPS fulfils our expectations in providing the same through its rich domain experience and

diverse expertise in the area. Secondly, our experience with TPS' Phoenix and all other product range has been phenomenal. TPS has always been the trusted and reliable partner that Habib Bank is proud to be associated with.

## What were the key reasons to opt for TPS' Internet Banking Solution, PRISM?

To begin with, PRISM offers an integrated multi-institution platform that will serve Habib Bank's customers in over 25 countries. Secondly, PRISM offers the functionality that Habib Bank was looking for. From Debit Card to Account Holders, from Credit Card to Loan Customers, from Consumer to Corporate, PRISM offers wealth of services to each of our customer segment. Also, PRISM is a proven solution in the market, which holds significant importance to us as well.

## How do you envisage PRISM at Habib Bank, in improving services and providing customer satisfaction?

Today's customer prefers self-service banking than the traditional way of over the counter or branch banking. TPS' PRISM is a comprehensive Internet banking solution that meets our requirements to deliver robust, reliable, convenient and easy to use services for our corporate and consumer customer segments in over 25 countries. This will enable us to gain customer satisfaction and confidence in a short span of time.

## What competitive advantage does

## PRISM offers over other available Internet Banking solutions?

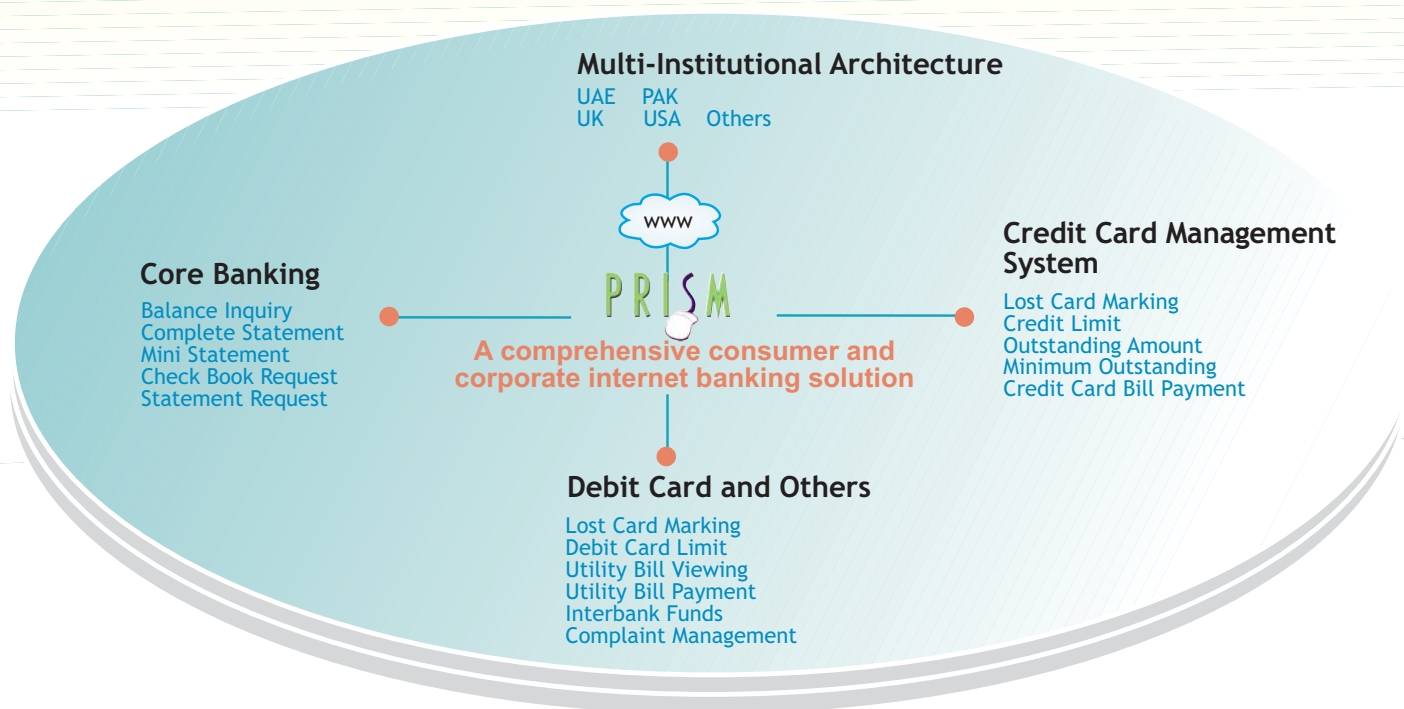
PRISM's track record guarantees to provide an integrated banking environment for quality Internet banking services to our customers.

What stands out in the PRISM offering is the inimitable combination of true consumer and corporate banking services and the multi-institution architecture for our customers in over 25 countries. With PRISM's powerful, informative and interactive features our customers would have the convenience of 24/7 online services while lessening the need to go to a branch, or even call the bank, for their daily banking needs. A significant advantage with PRISM is that we will reduce the workload from our branches.

We also feel that the competitive advantage is of the solution coming from a reliable partner, TPS. With TPS, we feel confident and satisfied in addition to the trust that TPS delivers beyond expectations.

TPS feels proud to be associated with Habib Bank as a trusted technology partner and feels honored to have been chosen for Habib Bank's Internet banking initiative. In line with the Bank's plans, TPS team enthusiastically works towards the fulfillment and completion of Habib Bank's Internet Banking milestone.

A triumph made... A milestone to be achieved...



# TPS moves forward with its aggressive expansion plans

## TPS at Rozee.PK Job Fair 2007

TPS continues to invest in its human resources by participating in Rozee.PK Job Fair, held on 8th of April at the Expo Center, Karachi.

The fair, being the largest and one of the most anticipated job fairs of Pakistan aims to introduce the inhabitants with a platform where Employers and Job seekers can directly interact with each other. In the Rozee Job Fair 2007, Rozee partnered with many software giants to launch this successful IT fair. Rozee Job Fair 2007 made a history in Pakistan by pulling over 100,000 jobseekers for the 3-city fair in Lahore, Islamabad and Karachi.

ROZEE.PK Job Fair provided TPS with an excellent arena to position its aggressive expansion plans. It provided a good platform to not only showcase its vacancies, but also to meet and interact with talented candidates as well as briefly interview them as part of the initial screening process. TPS' presence at the Job Fair generated unprecedented interest among visitors enabling them to learn more about TPS' exciting working environment and culture, competitive salary packages and attractive benefits.



## TPS shines in P@SHA Job Fair 2007

TPS participated in P@SHA Job Fair held on the 16th June, at the Expo Center, Karachi.

The Pakistan Software Houses Association (P@SHA) Career Expo is a landmark human resource capacity building and matchmaking event for the IT, banking, MNC and Telecom sectors under a single roof. P@sha job fair created a world-class public service event where human resource and recruiting heads of Pakistan's renowned employers guided participants in feature workshops and counseling sessions.

The P@SHA Job fair provided a great arena for TPS to meet young professionals and fresh graduates and have on-the-spot interviews with them as part of the initial screening process.



## TPS opens its 6th office in Karachi

TPS inaugurated its 6th office in Karachi in April 2007.

The office was setup to support TPS' growing customer base of over 100 clients in 25 countries across South Asia, Middle East/ Gulf, Europe and Africa. The aggressive expansion of TPS is evident with the number of employees in the past year that has increased by 66 % in one year alone, taking the total employee count to over 100.

"Our most productive investment remains our people. It is through the dedications, skills & initiative of our people that TPS has prospered & will continue to move ahead." said Mr. Sohail, CEO, TPS, during the ceremony.



## TPS at Cards & Payments Middle East 2007

Cards Middle East - a premier and the biggest cards exhibition in the Middle East was held on 13-15 May 2007. In its 8th successful year, Cards & Payments Middle East exhibition provided an ideal forum to forge new partnerships, network and develop strategies to position cards proposition at the heart of the Middle East market. TPS showcased its cutting edge payment and electronic banking solutions against other global and regional competing offerings. TPS' next generation switch, IRIS and TPS' end-to-end EMV certified solution, Sentinel, generated immense enthusiasm and unprecedented interest among industry leaders.



## TPS acquires Silver Partner status with Symantec

TPS has acquired Silver Partner status with Symantec in May 2007. Symantec is a global leader in information security and availability, helping customers to secure and manage their data. As a Symantec Silver Partner, TPS has been acknowledged for having the technical and sales expertise needed to analyze, design, implement and support Symantec solutions. TPS is expanding its skills and expertise continuously and is aiming to achieve Gold Partner status by the end of year 2007.



# Demystifying Triple DES

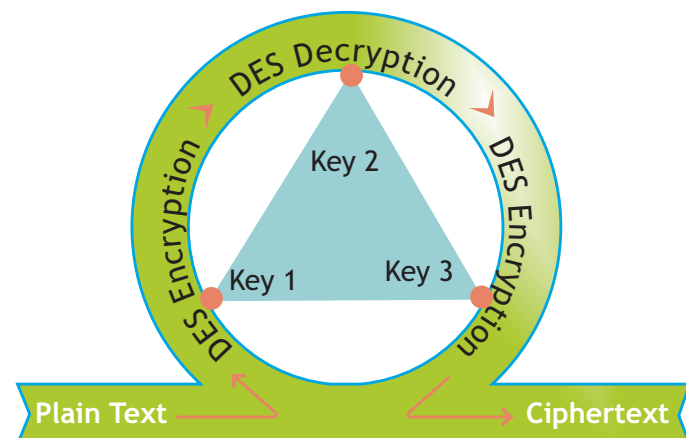


## Overview

Fraud in the payment systems is growing at an alarming rate in many countries around the world. Reported global ATM fraud results in losses of \$50 billion to \$60 billion annually, according to Boston-based Celent Communications. But the actual figure may be as high as \$80 billion because many banks don't track or release these numbers, says Anna Istnic, senior product manager for ATM manufacturer Diebold (North Canton, Ohio). In order to maintain consumer trust and system integrity, the industry is strengthening the level of encryption that has been in use for the past 20 years from DES to 3DES

## What is Triple DES

Triple DES, also known as 3DES, has been an industry buzz word for a long time. The Data Encryption Standard (DES) was developed by an IBM team around 1974 and adopted as a national standard in 1977. Triple DES is a minor variation of this standard that encrypts data three times in a row. The most common form of Triple DES encrypts data once using one key, decrypts the results using a second key, and then encrypts again using a third key. The procedure for encryption is exactly the same as regular DES, but it is repeated three times. The data is encrypted with the first key, decrypted with the second key and finally encrypted again with the third key. It is three times slower than regular DES but can be billions of times more secure if used properly. Triple DES is estimated to be 2 to the 56th times more difficult to break than DES. Like DES, data is encrypted and decrypted in 64-bit chunks.



In a nutshell, it's all about three waves of encryption, and it's designed to make ATM transactions more secure. Triple DES provides ATM devices with higher security from criminals seeking to gain access to cardholder PINs to commit financial crimes against cardholders and card issuing banks.

## VISA mandates Triple DES in Pakistan

VISA has mandated all banks to upgrade their ATMS and implement triple data encryption standards (Triple DES) in ATMs, to ensure higher security standards. This new system will help prevent sophisticated frauds. In the interest of security, VISA has insisted that all the banks in the country that tie into their network must comply with this mandate in the required timeframe. This mandate means Any Visa member and its Agents accepting PIN transactions at their devices must either support Triple DES end-to-end or accept full liability for all losses (direct and indirect) arising from PIN compromises.

If any bank cannot complete Triple DES migration within the mandated time frame, Visa will classify the respective bank's ATM network as low compliance with PIN Security requirements.

## TPS Supports 3DES

By now, we are well informed that Visa Asia Pacific has set July 1, 2007 as the effective date for end-to-end Triple DES to encrypt PINs. From this date onwards, the cryptographic keys in ATMs and PIN Entry Devices (PEDs) in Point-of-Sale (POS) terminals used to protect PINs must be double length using Triple DES encryption algorithm. In addition, double length keys must also be used between the member's host system and VisaNet and this applies to both issuers and acquirers.

With the advent of Triple DES, TPS provides support of DES and Triple DES for the latest in industry-mandated advanced security standards for solutions meeting the needs of e-Banking industry. In addition, the banks can also change the cryptographic keys of the ATM with the added support of Dynamic Key Exchange. TPS delivers and demonstrates its commitment to industry security requirements to enable its clients to perform consistently to the standards of their clients.