CITIC TELECOM CPC

Banking, Finance & Insurance

Taiwan Acceptance | www.tac.com.tw

" We truly value the company's comprehensive technology and services, which have provided us an insightful enterprise-grade solution that fully addresses our business needs, and helps us maximize the power of the SmartCLOUD™ platform. "

Zhan Zhilin
Head of TAC's Information Management Department

Taiwan Acceptance Corporation Enters China's Automotive Financial Services Market with Cloud Solutions at the Helm

CITIC Telecom CPC's SmartCLOUD™ cloud computing solution helps Taiwan Acceptance Corporation (TAC) to deploy their core business applications system, Nationwide Documentation System (NDS), for the mainland China market in merely 8 weeks only.

A subsidiary of the Yulon Group, TAC is an Automotive Financial Services company primarily offering installment loans and vehicle leasing. TAC entered the China market in 2004, and by 2014 launched TAC Financial Services (TACFS) in Hangzhou, Zhejiang Province to expand nationwide.

With an estimated 22 million units sold per annum, China's vehicle market is the world's most competitive. To capture market opportunity, TAC tasked its IT department to complete implementation of the company's revenue-generating business tool, the Nationwide Documentation System (NDS), in China within two months. The NDS facilitates information exchange between TAC's retail branch locations, as well as off-site staff, to ensure processing of customer data in a timely and accurate manner.

A Solid Platform to Build Solid Success

The IT team initially evaluated self-build or using managed services from various aspects such as Total Cost of Ownership (TCO). As a result, TAC approached CITIC Telecom CPC to explore using SmartCLOUD™ as the platform to host TAC's NDS, in lieu of self-owned infrastructure.

"If we opted for the self-build method, not only would we need to purchase new equipment, we would also incur costs stemming from the additional personnel required to maintain and operate the system, not to mention the added costs in time and money for hardware replacements," explained Zhan Zhiling, TAC's head of IT.

With ample processing power and bandwidth, thanks to an extensive communications network and multiple

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SmartCLOUD™
Cloud Computing Solutions

SmartCLOUD™ solutions deliver unprecedented flexibility and scalability to enable any-sized enterprise to rapidly deploy any scale of service with little delay or administrative overhead. Customers can dynamically allocate resources to address business tasks, all protected with highly secure connectivity to ensure data integrity. SmartCLOUD™ solutions also seamlessly interoperate with the company's other products and services.

Smarter   Better   Higher Performance

ISO-certified cloud facilities across the Greater China region, CITIC Telecom CPC's SmartCLOUD™ is fully adequate to handle TAC's requirements.

With SmartCLOUD™, TAC can enjoy a virtual server solution of dedicated pooled resources (including virtual memory, storage, CPU, network and physical ports). TAC can also leverage SmartCLOUD™ for its NDS and obtain high performance computing without large initial investment or heavy ongoing costs, while retaining flexibility to make dynamic adjustments according to changing business needs.

Pay Less Get More from a Comprehensive Solution
CITIC Telecom CPC first furnished TAC with a Proof of Concept (POC), running NDS on a live to demonstrate the critical application can fully operate on SmartCLOUD™, and mitigate concerns about deployment risks. SmartCLOUD™ is highly versatile, and to further reduce costs and shorten implementation delay, CITIC Telecom CPC customized its infrastructure to meet TAC's needs, including linking up TAC's points of presence across China, and establishing local and remote back-up systems (with de-duplication technology) to provide business continuity.

As a total solution to ensure high level of availability and security, TAC also deploys CITIC Telecom CPC's TrueCONNECT™ MPLS VPN and TrustCSI™ UTM managed security solution to ensure their off-site employees can access the NDS from remote locations seamless, with peace of mind.

"We truly value the company's comprehensive technology and services, which have provided us an insightful enterprise-grade solution that fully addresses our business needs, and helps us maximize the power of the SmartCLOUD™ platform." Praised by Miss. Zhan

Fast Cloud Deployment Opens the Road to a Vast Market
In 2 months fast track, CITIC Telecom CPC fully established a completely operational mission-critical business system, the NDS, for TAC's China market expansion. With SmartCLOUD™, TAC saved over 80% time for deployment, as well as considerable capital and human resources, and ongoing overhead costs. In addition, auditing for TAC's documentation has been reduced from six days to less than half day, significantly raising efficiency, allowing TAC to capture and close more customer orders faster.

Now that SmartCLOUD™ is hosting its applications and services, and CITIC Telecom CPC is supporting its business infrastructure, TAC is well positioned to further expand and capture the vast potential of China's automotive financing market.