

Client Story



Industry

Financial Services

Offerings

Cloud Lifecycle Services

About the Client

An insurance industry leader with \$1.5 billion in revenues and \$4.5 billion in assets has achieved a holistic business transformation that leverages the cloud to drive innovation and meet growing demand.

Forethought Financial Looks to the Cloud to Enable Accelerated Growth

NTT DATA shows the way to support innovation and easy scalability for a high-growth industry leader.

Abstract

Forethought Financial Group, Inc., a diversified financial services provider, wanted an IT infrastructure that could support its aggressive growth plans. Working with NTT DATA, Forethought implemented a strategy that has migrated most of its key IT resources to an NTT DATA-hosted and managed private cloud. This has reduced time to market for new products and is expected to save the company 25% in operating costs.

Challenge

Founded in 1985, Forethought Financial Group, Inc. is dedicated to providing innovative financial solutions for those planning for retirement and end-of-life needs. Since going private in 2006, Forethought has grown 100% and expanded its offerings to include annuities, life insurance, and other financial products. Forethought's leaders determined that the company's existing in-house IT infrastructure was insufficient to support their goal of achieving \$5 billion in sales by 2014. They wanted a solution that would:

- » Reduce the time and cost to introduce new products, as well as provide enhancements
- » Enable the company to scale product rollouts, automate processes, and increase agility
- » Make it easier for producers, banks, and customers to conduct business with Forethought
- » Provide timely insight to monitor, manage, and expand the business
- » Ensure continuous improvement and innovation in technology delivery

Solution

NTT DATA's Cloud Advisory Services guided Forethought through the development and execution of a cloud computing strategy that would migrate its key value chains, applications, and infrastructure to the cloud, giving the company the ability to scale operations and support the demands of rapid innovation and growth.

Our consultants co-managed the IT strategic roadmap with Forethought and drove continuous improvement through a Quality Management program.

NTT DATA provided a seamless migration of Forethought's legacy applications, Lawson ERP, Oracle, and SQL Server databases to a private cloud infrastructure hosted and managed by NTT DATA. The team will also migrate Microsoft Exchange and SharePoint to Microsoft's Office 365 cloud solution.

Our Service Operations Centers maintain full management of the applications and infrastructure, providing ITIL-based incident, problem, change, configuration, performance, capacity, and release management over the entire environment.

Results

NTT DATA successfully completed Forethought's migration and now hosts and manages nearly all of Forethought's key business systems. We deliver 24/7 infrastructure and application monitoring and managed services, including disaster recovery.

By transforming its business via the cloud, Forethought has been able to convert capital expenses to operating expenses by eliminating new hardware purchases and related maintenance costs, gain ready access to leading technologies, scale on demand, and simplify management.

In addition, the new solution is expected to enable Forethought to:

- » Deliver new commission models in less than one day to respond more quickly to changing business conditions
- » Support digital archiving and records management for on-demand delivery and servicing in support of new business
- » Enable rapid rate changes to stay competitive in a dynamic market
- » Enable more efficient product rollouts to accelerate market entry
- » Support on-demand, automated underwriting for efficient processing and improved quality of service
- » Reduce operating costs by 25%
- » Provide full security, intrusion detection/prevention, compliance, and surveillance capabilities
- » Benefit from more robust business continuity and application management services

NTT DATA Cloud Lifecycle Services delivered:

Cloud Advisory

- » IT budget impact analysis
- » Quality management of IT strategy roadmap
- » Ongoing solutions architecture

Cloud Modernization

- » Application migrations from third-party and Forethought data centers
- » Transition management of service operations to NTT DATA

Cloud Operations

- » Virtual private cloud hosting in NTT's data centers
- » Windows and Linux VMs on NTT DATA VCE Vblock
- » Analytical applications and Oracle databases on IBM P770 servers
- » Disaster recovery data replication of production environment to NTT DATA site

Cloud Management

- » Configuration and delivery of data backups, firewall security, intrusion detection, and monitoring
- » 24/7 service desk with single point of contact
- » ITSM production support

About NTT DATA

NTT DATA is your Innovation Partner anywhere around the world, with operations in more than 40 countries. NTT DATA emphasizes long-term commitment and combines global reach and local intimacy to provide premier professional services, from consulting, application services, and business process and IT outsourcing to cloud-based solutions.

Visit www.nttdata.com to learn how our consultants, projects, managed services, and outsourcing engagements deliver value for a range of businesses and government agencies.

THINK SMART. ACT FAST. FLEX YOUR BUSINESS.