

**CPT GLOBAL LIMITED (ASX: CGO)**

**CPT Extends its Global Reach**

CPT Global Limited (CPT) continues to extend its global reach by securing a long term relationship with La Banque Postale, one of France's leading banks. This is a key aspect of CPT's growth strategy in to the European market. CPT's Managing Director, Gerry Tuddenham said today "this is a clear example of CPT's value proposition which has built our international business to a level where it makes up approximately 33% of our annual revenues. The investments we have made in our overseas expansion are now starting to pay off as large companies see the benefits we can bring".

**Background**

LA BANQUE POSTALE OFFERS BOTH ITS PRIVATE AND BUSINESS CUSTOMERS AFFORDABLE BANKING PRODUCTS AND SERVICES. WITH 9.9 MILLION CUSTOMERS AND 480 000 COMPANIES AND ASSOCIATIONS, LA BANQUE POSTALE VALUES THE SATISFACTION OF ITS CUSTOMERS.

In 2008, La Banque Postale Bank faced the challenge of meeting its business challenges and development requirements while keeping the endemic annual growth of its mainframe capacity under control.

With this in mind, La Banque Postale implemented a management program to optimize its performance and significantly reduce its costs.

The program has succeeded in reducing the increase in capacity mainframe to 5% per year, against an historical average transaction increase of 20% annually.

**The Challenge**

In 2008, the IT Production Department, in charge of developing and maintaining the technical infrastructure to support the business challenges of the Group, launched a Performance Management Unit to evaluate the possibilities of optimizing its z/OS mainframes and reduce its running costs.

Over the preceding years, the mainframe capacity of La Banque Postale had grown annually in the order of 15% to 25%, leading to unsustainable budget growth. The objective was to understand the reasons for growth, and reach a position where capacity growth was strictly linked to business activity (new customers, new products etc).

The finding of the Performance Management Unit evaluation highlighted the complexity of the exercise and the amount of time that would be required for a purely internal team to deliver, and La Banque Postale enlisted the help of CPT Global after extensive market research of third-party performance offerings.

This choice was based upon both the specific 'Risk-Reward' business approach and the worldwide expertise of CPT Global, who apply their acquired experience and methodology from the start.

Today, despite a constant increase of the number of transactions processed, La Banque Postale has managed to reduce the growth of its mainframe consumption to 5% per year, against an annual average of +20% experienced prior to 2008.

The result prompted the following quotes from Herve Combey, Head of Performance Unit La Banque Pastale

*"CPT Global's approach works on both a technical and business level" explains Hervé Combey. "The engagement was not only carried out thanks to a thorough monitoring and focused methodology - we were seldom asked to respond to highly technically specific questions during Phase I - and La Banque Postale has clearly benefited from a return on its investments".*

Hervé Combey established that the savings made in one year exceeded one million Euros and CPT Global's fees in the first year more than equal the 'success fees' of the savings made and the second year is clearly more financially beneficial for La Banque Postale. ".....and the same is true for the following years!" declares Hervé Combey. *"Indeed, the ethos of CPT Global's approach is to keep the growth of the mainframe capacity under control - and we now have agreed upon an annual fixed rate with them to maintain a continuous optimisation consumption. Only using CPT Global services every other year would be senseless: It is more*

*profitable to keep the budget under control, rather than being faced with a fluctuating situation of repeated growth in capacity, and opportunities that need to be re-evaluated to reach greater optimisation”.*

*“CPT Global’s approach in Phase 1 based upon its discovery process enabled La Banque Postale to assess the savings, and convince the Board of Directors of the benefits of the ‘success fees’ type of contract and to rally an internal team with the required expertise”*

*“CPT Global’s approach is highly efficient thanks to 3 key factors: Their expertise, their business approach, and their methodology”*

CPT Global Limited (CPT) is an established and proven IT consulting services company operating in the Australian, United Kingdom, European and North American markets. CPT is a market leader in the provision of independent IT services associated with its core competencies of Performance Tuning, Capacity Management, Performance Testing and IT Management Consulting.

## **About CPT Global Limited**

CPT Global is a specialised consultancy with two focus areas. Its Technical Consulting services enhance the control, stability, efficiency and reliability of both mainframe and mid-range platforms, with offerings that include Capacity Planning, Stress and Performance Testing, Data Migration and Configuration Management. Its Management Consulting services review and improve the business processes associated with Information Technology, with offerings that include Program and Project Management, IT Governance Reviews, Strategic Sourcing Strategies and Technology Transition Planning.

CPT Global Limited has offices in Melbourne, Sydney, Canberra, London, Munich, Paris, New York, Washington-DC and Toronto.

**For further information please contact:**

**Mr Gerry Tuddenham, Managing Director**

**Telephone +61 3 9684 7900**

**For CPT Global Limited profile and information refer to: [www.CPTglobal.com](http://www.CPTglobal.com)**