

## Maximized Returns with Build and Transfer Model

### Overview of the Client

The client is a world-leading financial asset service provider, one of the world's largest custodian banks and asset managers, with USD 25.4 trillion under custody and USD 2.2 trillion under management.

### Partnership with Hengtian

Since 2001, Hengtian has successfully helped the client to establish and expand its Hangzhou office into the largest office outside its headquarters in Boston, Massachusetts through "build and transfer". This office provides ITO and BPO services.

### Highlights of the Hengtian Solution

Hengtian has provided the client with system development and maintenance services, software testing, system migration, technical support and IT infrastructure support, covering custody, foreign currencies, bonds (stocks), fixed-income and funds.

### Voice of the Client

What started as a small, offshore R&D facility is now our full-fledged technology center (TC) in China that has re-engineered more than 100 of its legacy applications. The increased productivity has delivered more benefits than the labor arbitrage alone ever could.

— Client Executive Vice President & CTO

