

KBZSC RUNS MARKET-LEADING TRADING PLATFORM ON RED HAT SOLUTIONS



SOFTWARE AND SERVICES

Red Hat® JBoss® Enterprise Application Platform (EAP)

Red Hat JBoss Web Server

Red Hat Enterprise Linux®

Red Hat Enterprise Linux Resilient Storage Add-On

Red Hat Consulting

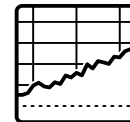
HARDWARE

Cisco UCS B200 M4 blade servers

PARTNER

Linux Lab

When Myanmar launched its first stock exchange, financial services company Kanbawza Stirling Coleman (KBZSC) built a trading platform for professionals and members of the public to buy and sell securities. Working with Linux Lab and technology from Tata Consultancy Services, the company used Red Hat Middleware and Red Hat Enterprise Linux to create a reliable, cost-effective application platform. KBZSC has now won significant trading market share in Myanmar and continued to improve its customer service to stay ahead of its competitors.



FINANCIAL SERVICES

2 OFFICES
20 EMPLOYEES

"Red Hat lets us focus on customer service, rather than technology management, helping us maintain our current competitive position."

LWIN LWIN MOE
MANAGER, I.T. DEPARTMENT, KBZSC

BENEFITS

- Substantially reduced total cost of ownership (TCO) with lower licensing and hardware costs
- Achieved top market position with reliable, easy-to-manage platform and improved customer service
- Improved availability of trading platform to support security buying and selling at any time



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LWIN LWIN MOE
MANAGER, I.T. DEPARTMENT,
KANBAWZA STIRLING COLEMAN
(KBZSC)

CREATING A NEW TRADING PLATFORM

Kanbawza Stirling Coleman (KBZSC) is a joint venture between the KBZ Group, the largest financial institution in Myanmar, and Stirling Coleman Holdings. It manages underwriting, dealing, brokering, and investment advising services for local public sector and private companies.

To create the IT foundation for its stock trading platform, KBZSC selected Tata Consultancy Services (TCS) BaNCS for Securities Trading, a Java™ Enterprise Edition (Java EE)-based, responsive application that supports multi-market, multi-asset trading. Traders can access the web-based solution on their computers, tablets, and mobile devices.

“We always aim to be the first to adopt new technology and give the best service to customers, such as providing seminars on how to trade securities,” said Lwin Lwin Moe, manager of the IT department at Kanbawza Stirling Coleman. “We are trying to lead the market, and technology is essential to achieve that goal.”

The organization then needed to find a secure, highly available, and cost-effective platform to support its trading application.

BUILDING AN ENTERPRISE OPEN SOURCE I.T. ENVIRONMENT

TCS offered two middleware options to support KBZSC’s trading application: Red Hat JBoss Enterprise Application Platform (EAP) or Oracle WebLogic Server. To make its choice, KBZSC compared JBoss EAP running on Red Hat Enterprise Linux with a solution based on Oracle WebLogic Server running on proprietary hardware from Oracle.

“We ran a proof of concept and found that whatever WebLogic can do, JBoss EAP can do as well—or better,” said Lwin Lwin. “We chose Red Hat JBoss EAP because of its competitive cost and robust security. The technology management team from our parent company also encouraged us to develop a solution based on open source technology as an alternative to proprietary systems.”

KBZSC worked with a local Red Hat partner, Linux Lab, to implement around 20 Red Hat Enterprise Linux virtual machines (VMs) running on VMware hypervisors in two environments: a testing environment that includes user acceptance and system integration testing and a production environment. Some of the core services are supported by Red Hat JBoss EAP, while Red Hat JBoss Web Server supports other, lightweight services. The organization also uses Red Hat Enterprise Linux Resilient Storage Add-On to let users share storage devices over a network.

KBZSC also uses its Red Hat software to run other internal services, including logging, email servers and gateways, messaging gateways, and load balancing. These services run on additional Red Hat Enterprise Linux VMs.

Red Hat Consulting provided 10 days of on-site consulting services for KBZSC’s new software. In addition to providing deployment assistance, Linux Lab provided related technology training for the organization’s datacenter and infrastructure engineers and currently provides 24x7 maintenance and support services.

“The project was successfully completed in less than six months to meet government regulatory requirements that specify how financial services companies must operate,” said Lwin Lwin. “Linux Lab were very supportive. They are experts in Red Hat solutions.”

MEETING CUSTOMER NEEDS TO LEAD THE MARKET

SUBSTANTIALLY REDUCED I.T. COSTS

With its open source-based Red Hat environment, KBZSC can now run its applications and systems on industry-standard Cisco UCS blade servers and Intel-based hardware. By deploying open source software, KBZSC has substantially reduced its total cost of ownership (TCO).

“With WebLogic or any other proprietary solution, we would have had to pay a lot more in both licensing and hardware costs,” said Lwin Lwin. “The decision to run commodity hardware with open source software and solutions was originally made by our parent company, and the Red Hat solution has allowed us to follow this corporate standard.”

IMPROVED CUSTOMER EXPERIENCE

With its new trading platform, supported by Red Hat technology, KBZSC lets customers trade securities via the internet on computers or mobile devices, in addition to two walk-in trading computers at the organization’s office.

Linux Lab helps KBZSC maintain and add new features to its solution as often as required to keep pace with growing customer and market demand, helping the organization stay competitive.

“Red Hat lets us focus on customer service, rather than technology management, helping us maintain our current competitive position,” said Lwin Lwin.

As a result of its focus on customer service, KBZSC has won a significant share of the available market and become one of the country’s largest securities trading platforms.



MINIMIZED DOWNTIME

To support fast-paced securities trading, KBZSC needs to ensure its platform is highly available, with minimum downtime. With support from Red Hat technology, its trading platform has been live for more than two years and now meets or exceeds industry-standard service availability. “Red Hat Resilient Storage Add-On provides high availability for our platform with minimal downtime, helping us achieve higher customer satisfaction,” said Lwin Lwin.

These improvements have helped KBZSC handle the majority of the market’s trading transactions within the Yangon Stock Exchange (YSX) by providing stable, reliable services for professional and public securities trading.



CUSTOMER CASE STUDY KBZSC runs market-leading trading platform on Red Hat solutions

CONTINUING SUCCESS WITH NEW, INNOVATIVE TECHNOLOGY

KBZSC’s successful new IT platform has led to industry recognition. The company was awarded the 2017 Best Securities Trading System Implementation in Financial Markets Technology by The Asian Banker.

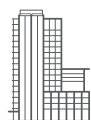
KBZSC is now considering adding business process management (BPM) software to its Red Hat platform for tasks such as managing background checks. The organization also plans to use its new platform’s flexibility and capacity to add new, innovative services as needed and maintain its leadership position in Myanmar’s financial industry.

“Overall, the Red Hat project went very well, and we were happy it could be implemented in such a short time,” said Lwin Lwin.

ABOUT KANBAWZA STIRLING COLEMAN

Kanbawza Stirling Coleman (KBZSC) is a joint venture between the KBZ Group and Stirling Coleman Holdings to carry out the business of underwriting, dealing, brokering, and investment advising services for the local public and private companies. The KBZ Group is a diversified group of businesses in Myanmar with more than 80,000 employees, and Stirling Coleman is an independent corporate finance advisory firm.

kbzsc.com



ABOUT RED HAT

Red Hat is the world’s leading provider of enterprise open source software solutions, using a community-powered approach to deliver reliable and high-performing Linux, hybrid cloud, container, and Kubernetes technologies. Red Hat helps customers integrate new and existing IT applications, develop cloud-native applications, standardize on our industry-leading operating system, and automate, secure, and manage complex environments. Award-winning support, training, and consulting services make Red Hat a trusted adviser to the Fortune 500. As a strategic partner to cloud providers, system integrators, application vendors, customers, and open source communities, Red Hat can help organizations prepare for the digital future.



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F15325_1903

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