




# PARTNER SUCCESS STORY with AWS

## Stellar Support from a Reliable Partner

Hi Sun FinTech Global Limited ("HSG") helps financial firms deploy and integrate their banking and fintech solutions to the cloud. It is a subsidiary of Hi Sun Technology (China) Limited, one of the leading solution providers for payment, finance, and advanced telecommunication in China. HSG offers turn-key solutions that enable companies across the fintech space to migrate their core banking systems to cloud computing for greater operational efficiency, agility, flexibility, and compelling cost-efficiencies. Amazon Web Services (AWS) has been stellar support for HSG in its mission to help fintech companies migrate and utilize a cloud-based banking architecture.

"AWS makes it easy for us, as we make it easy for hundreds of financial companies around the world," says Terry Liang, CEO, HSG. As more and more financial companies base their operations on cloud-native systems, AWS is what enables the company to offer highly scalable, stable, and cost-effective solutions.





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## The Great Banking Migration

Cloud computing is a superior alternative compared to the traditional modes as it shortens the development, deployment, and integration cycles, and delivers significant cost advantages. HSG, ranked among the top 100 China IT Service firms, provides “plug & play” banking modules to both national and international clients that can dramatically reduce development budget and provide faster time-to-market.

In a digitised economy where transactions are increasingly becoming online, financial companies around the world are opting for cloud-native solutions. While solving several problems associated with traditional banking systems, the cloud-based systems also enable banks and financial services firms to focus on their core businesses. SaaS solutions are proving to be growth accelerators for the finance sector.

## A Win-Win Situation

With AWS, HSG has been able to help financial services companies become customer-centric and offer value-added financial solutions without being weighed down by legacy IT systems. “When they don’t have to spend time on security and IT-related problems, banks can prioritise developing differentiated products to augment their growth,” says Terry. In the two years that the fintech company has worked with AWS, HSG has found that the cloud environment helps both internal development teams and their clients. For example, roll out strong, secure, and agile products faster, clients get a stable SaaS architecture that enables them to scale at faster speeds. “In cooperation with AWS has been a win-win situation,” says Terry. “With AWS, we have become total solution providers.” The whole process is not only simpler and faster, but it only requires a smaller initial investment. For anyone in the fintech space, “AWS is a must-have,” according to the HSG Team.

The background of the slide features a large, glowing orange circle. Inside this circle is a network of blue and white lines connecting various points, resembling a digital or financial network. A hand is visible at the bottom, holding a small, glowing sphere. The text 'WIN-WIN SITUATION' is prominently displayed in the center of the circle.


# WIN-WIN SITUATION

## The Twin-Advantage of AWS

**HSG** benefits from AWS predominantly in two ways. The fintech provider's development and implementation of cloud-native SaaS solutions involve considerable interactions with clients and their customers located overseas. The solidity of the AWS architecture enables overseas projects can be easily carried out on the AWS cloud. This

makes product development and implementation more convenient and cost-effective. It also makes it easy for their clients to integrate and deploy the systems without any delay.

Secondly, AWS meets all the stringent standards that HSG clients expect from cloud platform. These primarily relate to the security, and stability of system deployment. As it's a fintech product, privacy violation is a serious threat, which AWS comprehensively addresses with its advanced security features. Considering the exponentially high number of expected transactions, banks and financial service providers also demand that their systems be stable, something that AWS effortlessly provide.



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## Going Global with AWS

“Our global ambitions are driven on the back of AWS,” says Terry. As a global innovator in cloud computing, AWS comes with exceptional name recognition. This makes it easy for HSG clients to trust and roll out their SaaS solutions. Terry and his team have found that AWS advantages go beyond its technological leadership to its many global nodes that encourage internationalisation. HSG plans to provide more global customers with fintech solutions based on AWS cloud deployment. Encouraged by their success in delivering innovative cloud-based solutions, HSG is now exploring the possibility of cooperating with AWS in other business areas.

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