

CASE STUDY

PERPETUAL CORPORATE TRUST

A fully cloud-native SaaS platform built to enable clients and the securitisation market to be more effective, efficient, economical, while managing ever increasing cyber risk and maintaining compliance.



Perpetual Limited is an ASX-listed, diversified financial services company that has been serving clients since 1886. One of the company's core businesses, Perpetual Corporate Trust (PCT), is one of Australia's leading providers of corporate trustee services to the managed funds industry and debt markets.

Perpetual Digital, PCT's innovation company, is a professional services business delivering SaaS products and data services "FinTech". Its mission is to drive the success of its own PCT business as well as its clients by delivering next generation software and data solutions.

Perpetual Digital transforms its treasury and financial services by codifying decades of knowledge and experience in capital markets into a newly developed Perpetual Intelligence SaaS platform. It delivers simplified workflows, automated data management and powerful analytics.

Insight is the company's go-to provider for all things Microsoft, including Azure, Microsoft Dynamics, Power Platform, SharePoint, data and analytics platforms, and security.

Perpetual's clients include Australian treasury and finance teams that work with large and highly complex datasets. Tasks are time-consuming and involve iterative processes. Clients in this space also had to navigate complex modelling, often using only spreadsheets, creating significant operational risk and a lack of transparency and accountability. And they had limited ability to scale.

Faced with these challenges and wanting to create a new innovative solution with a unique value proposition to its clients, Perpetual set about developing a new digital product – and Insight was the ideal partner.

"Technology is absolutely one of the most important enablers of business success. It really is the heartbeat of innovation, service excellence and how we continue to improve our services going forward. The partnership with Insight has been instrumental."

Richard McCarthy
Group Executive,
Perpetual Corporate Trust



Perpetual Intelligence

The Perpetual Intelligence platform is a cloud-based Software-as-a-Service platform built on Microsoft Azure, with a holistic suite of products supporting workflows, automated data management and analytics. It was created to enable the digital transformation of Perpetual's banking and financial services clients by automating key finance, treasury, funding, credit, risk and investment processes.

With Insight's help, Perpetual gained a purpose-built solution that is 100% cloud native. Microsoft products used include Active Directory, Azure Data Factory, Azure DevOps, Power BI, SQL Server Analysis Services, and Microsoft Synapse.

Insight brought together specialists, architects, user experience (UX) designers, and developers to work closely with the client during each step of the process – from UX architecture and design to the build and release phase.

"Insight provides a whole range of products, services and people who are experts in their field. Not only do we have the ability to bring end-to-end product management delivery testing capability, but we're also able to test and learn from what Insight is learning around the globe. It has been really valuable to us to be able to develop our own capabilities while being supported by Insight's strong capabilities."

Richard McCarthy
Group Executive, Perpetual Corporate Trust

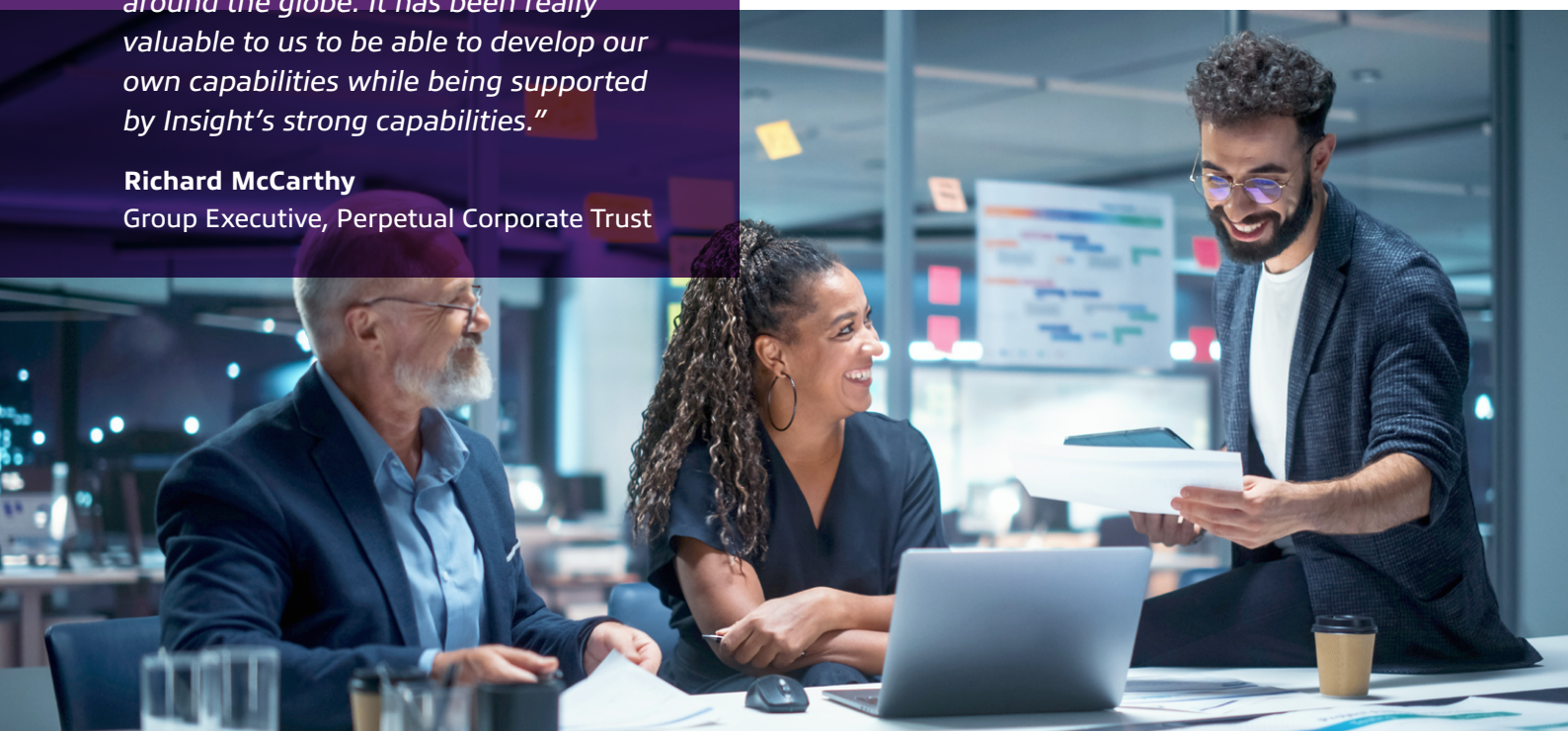
The platform has transformed the Perpetual client experience by:

- simplifying workflows with an intuitive user interface that reduces complexity and manual work
- allowing users to specify their desired asset pool outcomes, leveraging powerful algorithms, big data processing and rules engines to do the heavy lifting in trust management
- efficiently building, configuring and operating trust cashflow waterfalls, using powerful logic and rules engines that only require Excel skills, not proficiency in computer programming.

Overall, the platform provides the scalability, automation and governance needed to transform Perpetual's services, especially in funding pool selection, trust establishment and trust management.

"What was once a very time-consuming and complex iterative process can now be done at scale with great efficiency and assurance of compliance with any credit conditions or covenants, or business constraints."

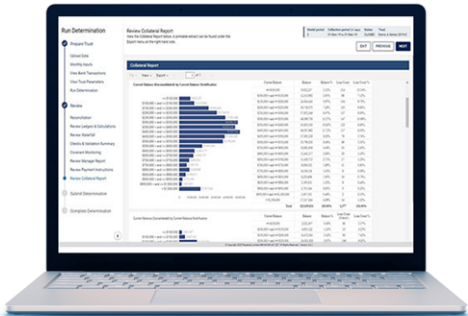
Matthew Neece - Head of Product, Perpetual Digital



Scalable and sustainable growth

The new platform has had a tremendous impact on the efficiency of Perpetual's services. Treasury teams used to spend days creating new funding pools, but they can now complete the task in minutes - and with greater precision.

Perpetual's long-term vision is to have a cloud platform with enhanced automation that can deliver an end-to-end solution for our clients and capital markets.



"What we have now is an end-to-end SaaS product suite that sits entirely in the cloud. We can monitor workflows to improve the efficiency of not just our clients, but the entire ecosystem. And that's pretty exciting."

Richard McCarthy - Group Executive, Perpetual Corporate Trust

The company plans to continue to improve its treasury and finance intelligence capabilities using Microsoft technologies. Thanks to its strong strategic relationship with Insight and Microsoft, Perpetual has an extensive product roadmap of new features and capabilities.

Both companies look forward to seeing the partnership grow, bringing to market a long list of new projects, products and exciting capabilities. With Azure services and cloud technology advancing so rapidly, Perpetual appreciates having the support of partners who know the technology well and can understand its business and objectives.

"Perpetual is what I call an ultimate goal of a digital transformation. It was a successful, traditional fiduciary and services company that saw the opportunity to disrupt the market by leveraging its decades of experience in capital markets and codifying this within the Perpetual Intelligence platform."

Veli-Matti Vanamo
Chief Technology Officer, APAC,
Insight

