

## Rand Merchant Bank

“... a very positive impact on the way credit rating is done...”

Innovations asked Justus Ortlepp, responsible for Business Analysis at Rand Merchant Bank, South Africa, about his experience with the development and operation of their rule-based credit risk rating solution. Rand Merchant Bank (RMB) is the investment banking arm of First Rand, one of the largest JSE-listed financial services groups in South Africa.

### Innovations:

*You chose Innovations Software Technology as your solution partner. What was the decisive factor?*

### Justus Ortlepp:

When we were looking for a platform to host our credit rating models, our main concerns were the ease with which we could transfer models from MS Excel to the new platform and also the accessibility of the platform from other systems in our environment. Innovations' Visual Rules product scored highly in both of these areas. From a model development perspective Visual Rules is well structured, flexible and easy to use. We also found Visual Rules to have an excellent technical architecture fit within our technical environment and because the Visual Rules technical architecture is very open we were confident that Visual Rules would also meet future integration requirements.

### Innovations:

*What special requirements did you face for the implementation of your solution for credit risk management?*

### Justus Ortlepp:

Visual Rules does not come packaged with a native front-end that allows users to interact with the models we deployed on the platform; a separate front-end had to be developed through which users could execute the models. We ultimately decided on a web-based front-end that was developed for us by Innovations according to our specifications.

### Innovations:

*What has been most impressive to you during the project?*



*Justus Ortlepp, Rand Merchant Bank.*

### Justus Ortlepp:

As a project team we have been very impressed with Innovations' speed of delivery and the accuracy with which they met our requirements.

### Innovations:

*The application has been in operation since February 2007. What has been your experience to date?*

### Justus Ortlepp:

The implementation of the rating models in a robust technical environment has had a very positive impact on the way credit rating is done, both from a user perspective and also from a model development perspective. The system has also made it possible to meet our regulatory obligations at an unprecedented level. ■

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