

Kleinwort Benson is represented in both Jersey and Guernsey and has long experience of international private banking and investment management. London-based Kleinwort Benson became a member of the Dresdner Bank Group in 1995.

The bank offers a broad range of quality portfolio management and Trust services and prides itself on delivering sophisticated private banking services for the international community.



Views over St Peter Port. Image courtesy of [www.visitguernsey.com](http://www.visitguernsey.com).

## Kleinwort Benson

### Identifying the need

When Kleinwort Benson began work on a project to enable their clients to access and query their accounts online, they quickly realised that they would need to find an external partner.

A number of companies were approached including Vega Solutions. The formal selection process identified these four key criteria:

- **Cost.** The project must be delivered within budget.
- **Understanding.** The vendor must have a good knowledge and awareness of Kleinwort Benson's business and marketplace.
- **Expertise.** Does the vendor have the right skills set, experience and understanding to deliver the project?
- **Partnership.** Will the people fit in with our culture, way of working and do they have the ability to transfer skills to the in-house development team?

Two companies were short listed and it was Vega with their established Internet framework and highly skilled technical resources that proved to be the best all-round fit.

### Delivering an Internet framework

Kleinwort Benson licensed Sirius, Vega's secure internet application framework. Using this framework Vega developed Professional Access, a browser based application that enables intermediaries to view and download account information. Kleinwort Benson uses the reporting capabilities within Sirius to rapidly develop reports and make these available to internal and external users.

Today thousands of users, spread between the Channel Islands, the UK and throughout the world, use Professional Access every day.



## Skills transfer

One of Kleinwort Benson's key requirements was that the vendor could pass on their skills to the in-house IT development team. This allows Kleinwort Benson to add value to the system without having to call upon Vega. Although this would ultimately reduce Vega's income stream, they were happy to transfer their skills. This client-focused strategy cemented Vega's relationship with Kleinwort Benson and has made them a trusted supplier to the bank.

## Adding value

Vega has helped Kleinwort Benson scope and successfully develop other business applications, each time demonstrating a level of professionalism, expertise and a willingness to contribute to helping the bank meet its business objectives. Neil Barrett, Managing Director of Vega said, "***Vega delivers value at many different levels. We are proud to say that all of the projects we undertake are delivered on time and within budget***".

## The future

The IT development team continue, with the assistance of Vega as required, to assist the business in achieving its objectives by extending the functionality of Professional Access. Kleinwort Benson looks forward to continuing its relationship with Vega in the years to come.

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