
EDB
Postgres for the AI Generation
Powering the Future of Financial Services with EDB Postgres AI
5 Must-Read Success Stories

McKinsey estimates the revenue benefit of a better data architecture could amount to as much as $200 million a year for the top 12 banks, thanks to improved cross-selling, faster and smarter trading, more efficient allocation of credit, and an enhanced ability to launch new products.

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Embrace BFSI Transformation with a Future-Ready Database

The world has changed more in the last decade than it had in the previous century, and nowhere is this more evident than in the banking, financial services, and insurance (BFSI) industry. Globalization and growth from new geographic markets, increased regulatory scrutiny, instant account verification processes, changing customer expectations, cloud computing, and the need for AI and data analytics are all driving organizations to modernize their technology.

The database is at the heart of the modernization effort, as data is every organization's most important asset. Not only is data critical for everyday processes and product innovation, AI systems and decision-makers require it for strategic decisions that enable business success.

This is why top BFSI providers are moving to open source, cloud and AI technology infrastructures like EDB Postgres AI. And it's also why you'll want to join them.

5 Must-Read Success Stories

See how today's top BFSI firms are navigating increasing regulatory demands, customer expectations and costs and doing more with their data by building their future on EDB Postgres AI.

1. **Regions Bank** – Driving the future of banking
2. **Murex** – Delivering always-on functionality
3. **BMO** – Innovating through digital transformation
4. **ACI Worldwide** – Leveraging flexibility plus five-nines availability
5. **Zucchetti** – Increasing scale while decreasing costs


EDB
Regions Financial Corporation Drives the Future of Banking with EDB Postgres

REGIONS

CUSTOMER: **REGIONS BANK**

Mike Swindle
DBA Manager,
Regions Financial Corporation

GOAL: Modernizing their technology and enabling real-time data processing

EDB SOLUTIONS: Enterprise-Grade Postgres

EDB

OVERVIEW

Regions seeks a database they can easily manage, support and grow with

Regions Financial Corporation, one of the nation's largest full-service providers of consumer and commercial banking, wealth management and mortgage solutions, was looking to transform and modernize its technology and databases, while also enabling real-time data processing. With hundreds of database platforms to choose from, they needed to ensure their application and tech teams were aligned in the choice of a database that provided flexibility and freedom.

> ***"AI will be part of the future.***
>
> **Mike Swindle**
> DBA Manager,
> Regions Financial Corporation

One flexible database platform for today – and tomorrow

Instead of adopting multiple database platforms, Region's DBA Manager Mike Swindle hoped to find one vendor with a holistic and flexible database platform that would deliver a wide range of capabilities. The platform had to be ready to support surges of banking traffic, such as the traffic that occurred in 2020-2021 when one-third of all outstanding mortgage balances – about 14 million mortgages – were refinanced due to historically low interest rates.

In addition to supporting fluctuating traffic, Regions' database infrastructure would also need to be able to accommodate future AI solutions and processes. "AI will be part of the future," Mike acknowledges. "Because it's new, it's going to take a while for the industry to adopt it. But we're seeing a lot of traction with it already," he says.

"Even though it's open source technology, we've got a good support model that has our back, should we need it."

Mike Swindle
DBA Manager,
Regions Financial Corporation

EDB

As he evaluated platforms, Mike saw that EDB's Enterprise-Grade Postgres (EPAS) met all these requirements and more. It ran in multiple clouds and would help Regions avoid vendor lock-in. EPAS is equipped for high-traffic scenarios and is able to handle large volumes of data without compromising performance. Plus, EPAS is capable of powering analytical and AI workloads with an enhanced Postgres engine. "EDB actually gave us more options to consider right out of the gate, " says Mike. "This high availability, the clustering technologies, the different data types that it supported, the expandability and flexibility… these were the unique things we were looking for."

> ***"EDB actually gave us more options to consider right out of the gate.***
>
> **Mike Swindle**
> DBA Manager,
> Regions Financial Corporation

An easy "yes" from management

Getting buy-in wasn't difficult. Regions's enterprise architect, cloud center of excellence (CCoE), and operational support teams all reported to the same management, and all saw the value of having database support from EDB.

"One of the beauties of open source with EDB is that EDB provides a support mechanism. Being a financial company, we're taking care of people's money and doing transactions, so we've got to have a support model that can quickly provide a fix. So even though it's open source technology, we've got a good support model that has our back, should we need it," says Mike.

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Power Postgres intelligence with pgvector on any cloud

Operationalize your generative AI workloads by leveraging EDB Postgres AI as a full-featured AI database. You can seamlessly store, query, and analyze vector embeddings (text, video, or images) with the trusted open source database without adding operational overhead.

Driving BFSI transformation with AI

AI is revolutionizing the financial services industry, with 91% of financial services companies surveyed by NVIDIA either assessing AI or already using it in production.[1] Top AI use cases include optimizing portfolios, detecting fraud, managing risk, and delivering personalized advice. Generative AI is also being used to uncover back and front office efficiencies.

Artificial intelligence and machine learning may be powerful, but they can't do their best work without data that's easily accessible. An AI-capable, open source database is key for efficiently storing, accessing, and analyzing data to generate predictions about future outcomes and identify risks and revenue-generating opportunities. An open source cloud environment enables firms to easily use a wide range of AI apps and tools with their data, or build their own, all without being locked-in with a specific vendor.[1]

Firms are already seeing the results of AI. A full 43% of financial services professionals report that AI has improved their operational efficiency, and 42% indicate that it helped their business build a competitive advantage.[1]

1 https://www.nvidia.com/en-us/industries/finance/ai-financial-services-report/


EDB
Investing in the Future: Murex Maximizes Their Competitive Advantage with Postgres and EDB

CUSTOMER: **MUREX**

Arnaud de Chavagnac
Head of Product Marketing,
Murex

GOAL: Ensuring high availability for trading and capital markets

EDB SOLUTIONS: Standard Plan and Community 360 Plan

OVERVIEW

Embracing open source and cloud to remain on the cutting edge

As a leading global software provider for capital markets and wealth management institutions dealing with complex financial instruments and high trade volumes, Murex offers a disruptive alternative to traditional asset management software. Since 1986, their integrated platforms have helped clients manage trading activities, mitigate risks, streamline operations, and effectively comply with regulatory requirements.

Known to stay on top of industry trends, Murex saw many capital markets firms gravitating toward open source and the cloud and was determined not to lose current and prospective customers who preferred to use Postgres to run mission-critical applications.

"We witnessed a trend regarding open source," says Arnaud de Chavagnac, Head of Product Marketing at Murex. "Customers want to leverage open source technologies because they don't want any vendor lock-in from a commercial vendor. Also in certain jurisdictions, there may be regulations mandating agnostic technology. These are the drivers that have convinced us to make the investment and transform our system so that it's now also compatible with Postgres."

"We wanted to give the best possible support to applications when running on Postgres, so we wanted to select the leader supporting Postgres open source database technology."

Arnaud de Chavagnac
Head of Product Marketing,
Murex

EDB

Staying ahead of the market with EDB's 'always on' functionality

Downtime isn't an option for Murex's 60,000 trader and risk management clients, who rely on their specialized platform for trading, hedging, funding, risk management and processing operations. So in order to ensure optimal performance, high availability and seamless data migration and integration, Murex opted to use an enterprise database management system (DBMS) with Postgres.

Postgres for transactional workloads

When it comes to high-volume transactions, Postgres is the clear winner for flexibility and scalability. Murex's MX.3 platform powers the world's largest swap clearing platform, which handles over 35 million FX cash trades daily and over 1,000 FX trades per second. EDB Postgres AI is built to handle the transactional, analytical and AI workloads of the future.

"We wanted to give the best possible support to applications when running on Postgres, so we wanted to select the leader supporting Postgres open source database technology. This is why we decided to work with EDB," says Arnaud.

Another reason Murex selected EDB was its global presence. As Murex supports banks, asset managers, insurance companies, pension funds, hedge funds, corporations and energy utilities in over 65 countries, they wanted a support partner who was able to answer questions and resolve issues in any time zone. EDB was the perfect choice, with offices located everywhere from the UK to Australia and a dedicated support team with Postgres experts on call 24/7.

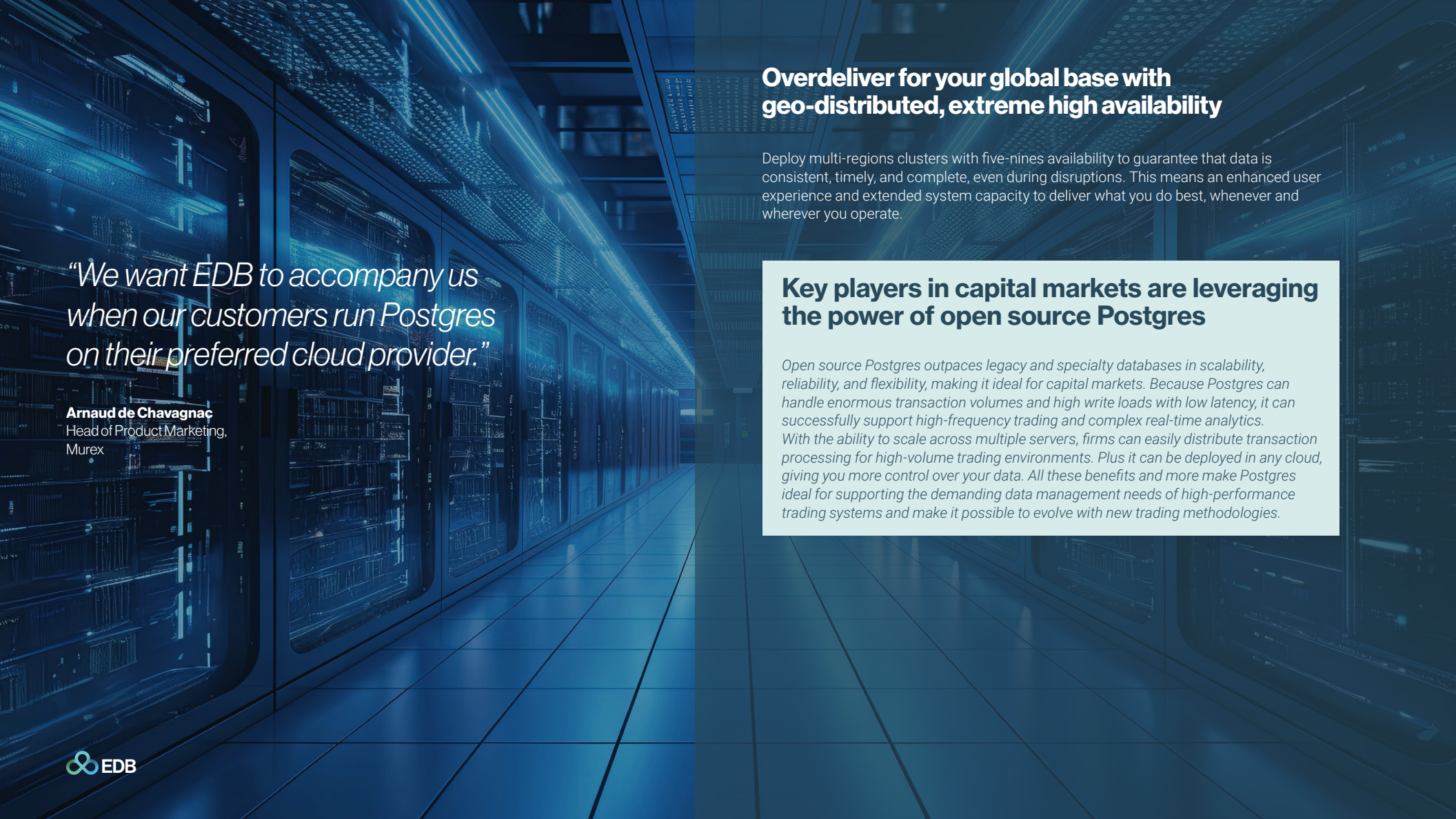
Joining forces to unlock the open source advantage

With EDB's support, Murex's customers can count on high availability for trading, which is essential for capitalizing on short-lived opportunities, managing risk, and meeting compliance standards for uptime. Without being locked into a legacy platform, Murex customers can quickly adapt to changing capital markets requirements, customer preferences and regulatory demands – all while keeping costs down.

Mapping out the path to cloud

With many of Murex's customers looking to adopt the cloud to increase scalability, lower hardware expenditures, tap into cloud-based and AI data analytics solutions and leverage innovative new applications, Murex has made cloud an essential part of their roadmap for the future. Murex is counting on EDB's solutions, expertise and experience to help their customers harness the benefits of cloud.

"Murex's customers adopt the public cloud as an infrastructure, and we want them to have the best performance, stability, and security with Postgres running on public cloud. That's why we want EDB to accompany us when our customers run Postgres on their preferred cloud provider," says Arnaud.



"We want EDB to accompany us when our customers run Postgres on their preferred cloud provider."

Arnaud de Chavagnac
Head of Product Marketing,
Murex

EDB

Overdeliver for your global base with geo-distributed, extreme high availability

Deploy multi-regions clusters with five-nines availability to guarantee that data is consistent, timely, and complete, even during disruptions. This means an enhanced user experience and extended system capacity to deliver what you do best, whenever and wherever you operate.

Key players in capital markets are leveraging the power of open source Postgres

Open source Postgres outpaces legacy and specialty databases in scalability, reliability, and flexibility, making it ideal for capital markets. Because Postgres can handle enormous transaction volumes and high write loads with low latency, it can successfully support high-frequency trading and complex real-time analytics. With the ability to scale across multiple servers, firms can easily distribute transaction processing for high-volume trading environments. Plus it can be deployed in any cloud, giving you more control over your data. All these benefits and more make Postgres ideal for supporting the demanding data management needs of high-performance trading systems and make it possible to evolve with new trading methodologies.

Harnessing the Courage to Innovate: BMO's Digital Transformation Journey with Postgres and EDB

CUSTOMER: **BMO**

Ping Yuan
Senior Manager of Technology Resiliency and Enterprise Operations at BMO

Michael Wintle
VP and Head of Corporate, Commercial and Payments and Cloud Operations at BMO

GOAL: Ensuring uninterrupted service while transitioning to more agile DBMS

EDB SOLUTIONS: EDB Postgres Enterprise Manager; EDB Failover Manager

EDB

OVERVIEW

Responding to the challenge to scale

The demand for advanced, reliable, and secure banking services has never been higher, but despite the burgeoning market, only 18% of financial institutions feel confident in their ability to scale digital solutions. Many financial institutions remain tethered to traditional database providers like Oracle, and face restrictive licenses, escalating costs, and dwindling adaptability. When building modern applications for customers with the higest expectations, dealing with inflexible architectures or restrictive licensing models can be a major issue.

Fortunately, forward-thinking giants like BMO Financial Group have chosen a different path. With over 12 million customers worldwide, BMO has committed to a digital-first mindset — and Postgres is at the center of their transformation journey.

Fast tracking digital transformation with EDB Postgres

Recognizing the limitations of clinging to proprietary systems ill-suited for their dynamic needs, BMO saw the transition to a new, agile, and innovative database management system as less risky than maintaining the status quo. For Ping Yuan, Senior Manager of Technology Resiliency and Enterprise Operations at BMO, Postgres was a strategic option for robust functionality and ease of use.

As the largest contributor to Postgres, EDB emerged as the ideal candidate to deliver Postgres across BMO's digital transformation mandate, with guaranteed data protection, uninterrupted access for users across any traffic conditions, and resiliency in the face of inevitable technical hitches.

Architecting resilience: uninterrupted service to 12 million global customers

With the increased number of Postgres databases in production and in development, BMO relied on EDB's years of Postgres leadership to deliver a lock-tight system and support.

The deployment of EDB Failover Manager was a game-changer for BMO, enabling a robust, highly available system meticulously structured to support disaster recovery and the ability to perform rolling upgrades across multiple locations. The impact? Uninterrupted service to BMO's 12 million global customers.

Beyond product implementation, EDB's professional services provided expert guidance along the way. "The Customer Success team was incredible," says Ping. "They took the time to really understand what we were doing and where our limitations were."

> ***"The Customer Success team was incredible. They took the time to really understand what we were doing and where our limitations were.***
>
> **Ping Yuan**
> Senior Manager of Technology Resiliency and Enterprise Operations at BMO

Improving data visibility: more time to build what matters

BMO's implementation of EDB Postgres Enterprise Manager stands as a direct countermeasure to the industry-wide challenge where poor data quality and management practices can inflate operating costs by 15-25%. With EDB's help, BMO gained real-time visibility into the health of each database, freeing them up to onboard 22 non-production databases and 12 production databases in just a few short months.

Setting new standards in digital banking

Ping and her team expect EDB and Postgres to be an integral part of the bank's future. Michael Wintle, VP and Head of Corporate, Commercial and Payments and Cloud Operations at BMO attests:

"The successful implementation of Postgres Enterprise Manager has been a true partnership between BMO and EDB. This implementation enables observability and improves the resiliency of the ever-growing Postgres environment at BMO."

> ***"The successful implementation of Postgres Enterprise Manager has been a true partnership between BMO and EDB.***
>
> **Michael Wintle**
> VP and Head of Corporate, Commercial and Payments and Cloud Operations at BMO

Oracle Migration and Modernization

Break free from Oracle and discover a comprehensive platform that supports high availability and enables operation across any cloud environment. Mission-critical apps operate seamlessly, without downtime or security threats — leaving you free to harness the advantages of Postgres.

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EDB
Flexibility plus five-nines availability: Why ACI chose EDB Postgres Distributed

CUSTOMER: **ACI WORLDWIDE**

Jack Bloch
Senior Vice President of Software Engineering at ACI

Jeremy Wilmot
Chief Product Officer at ACI

GOAL: Increasing flexibility by moving to an open source, cloud-based database

EDB SOLUTIONS: EDB Postgres Distributed; BDR (Bi- Directional Replication)

OVERVIEW

Migrating from legacy database to achieve better performance at a lower cost

Boasting 19 out of the world's top 20 banks and tens of thousands of merchants as customers, ACI processes more than $14 trillion in payments and securities transactions every day. That intense volume of real-time transactions comes with serious performance and regulatory requirements backed up by top-tier infrastructure.

> ***"Given the financial nature of the transactions we process, we not only need multiple data centers for redundancy, we need those data centers to be fully synchronized in real time.***
>
> **Jack Bloch**
> Senior Vice President of Software Engineering at ACI

"Given the financial nature of the transactions we process, we not only need multiple data centers for redundancy, we need those data centers to be fully synchronized in real time," says Jack Bloch, Senior Vice President of Software Engineering at ACI. "We also found that our previous databases impacted our design decisions. We found ourselves having to adjust code to accommodate limitations in the database and how it behaved. We wanted to allow our team to make design decisions based on what was best for the application—not what was best for the database."

Aligning functionality with philosophy

Jack's team conducted a rigorous five-month evaluation of multiple databases, both open source and proprietary. "EDB Postgres Distributed provided what we needed in a single lower-cost solution—without any additional add-ons. And it's philosophically well aligned with our worldview," says Jack.

That worldview tilts toward open source. "In today's technological and business environment, you never know what can happen to a business," says Jack. "Open source technology provides us with more options and some insurance against uncertainties."

ACI Chief Product Officer Jeremy Wilmot notes another reason for selecting EDB Postgres Distributed is its multi-deployment capability. "We would be able to use this new Postgres platform in our own data centers and our own private cloud, but we could also deploy it in the public cloud," affirms Jack. Plus, it enables five-nines reliability. "In the payments world, as you can imagine, you've got to be 24/7/365," says Jeremy – particularly with transaction volume reaching billions per week. Soon, he added, that will rise to billions per day, and "we'll need to be able to deal with it."

A platform to serve customers better

Reliability is table stakes in a demanding, highly regulated industry like payment processing. ACI's decision to select an EDB-supported Postgres solution had another motive, too: to serve customers better in a highly competitive market.

That starts with the lower cost of an open source solution. "The payments industry has a lot of cost pressures within it," says Jeremy. "It has regulation, it has consumer convenience, and the whole movement of digitalization puts a lot of downward pressure on the cost base. Those who are going to win in the payment space need to be able to address that."

Speed to market was another critical factor -- for ACI's ability to compete, but more importantly, for ACI's customers. "The payments world is highly regulated and requires significant certification in order to launch new services," Jeremy says. "We wanted to be able to have public cloud deployment, open systems capabilities, that would really allow us to pass on speed to market to those customers."

Jeremy offers the example of a payment acquirer moving into a new country. "They can steal a march on their competitors by launching minimum viable products in six to nine months. Five years ago, that could have been a 24 to 30 month endeavor."

EDB

Building a long-term relationship

From installation and collaborative development to performance and ease of use, EDB worked closely with ACI to refine and evolve the offering to meet their needs. "The team behind EDB Postgres Distributed has been phenomenal," says Bloch. "They're very strong technically and also extremely responsive. When they've committed to something, they've delivered it."

"It's great to have the right technology in place," says Jeremy. "But then you really need your partners to be able to work with you tactically, in real time, in order to win in the market and make it work. EDB has been a great partner for us to be able to do that."

> ***"The team behind EDB Postgres Distributed has been phenomenal.***

Jeremy Wilmot
ACI Chief Product Officer

Data infrastructure that works in any cloud, anywhere, in any development environment

Meet your customers where they are: on any cloud, anywhere, and untethered to any one proprietary system. Here, data is the hero — liberated from closed infrastructures and unbound by any single cloud provider.

EDB

Zucchetti Works with EDB to Implement Cost-Effective, Scalable Database Archiving Solution for Electronic Invoices

ZUCCHETTI

CUSTOMER: ZUCCHETTI

Gregorio Piccoli
CTO
Zucchetti

GOAL: Increasing scale and decreasing costs for storing and managing data

EDB SOLUTIONS: Enterprise-Grade Postgres; Extreme High Availability

EDB

OVERVIEW

Seeking a foolproof solution for preserving one million electronic invoices a day

For Gregorio Piccoli, CTO of Zucchetti, data security and disaster recovery is more than a performative box to be checked. It's a legal imperative and crucial to the fiscal well-being of the company's more than 700,000 banking, insurance, trade association, and other customers worldwide.

By law, the Zucchetti Group is required to process invoices electronically before sending them to the Ministry for approval, after which records must be securely stored for ten years. This proved to be a tall order even when the company's transaction volume was around 50,000 per day, but after substantial growth, it became an entirely different and increasingly urgent challenge.

"Our software sales now generate one million invoices every day," says Gregorio. "We are the largest organization in the country dealing with electronic invoices, with 13-15% of the gross product of Italy passing through our systems. And if we lose any of this data, our customers can have fiscal problems."

Considering the sheer volume of transactions processed daily and the specific needs of its cloud-based architecture, Zucchetti quickly realized it could no longer afford the performance issues that kept arising from a more generalized recovery tool. This is when EDB stepped in with a solution.

Closing the performance gaps

After implementing PostgresSQL to solve for database management scalability, Gregorio and the Zucchetti Group still had a major issue: the backup and recovery solution it was using targeted a single system and didn't provide granular controls or visibility into the company's complex, Postgres-based architecture.

Gregorio found a solution with EDB's Barman, which allowed for much broader and more efficient oversight of the backup process. This enhanced ability to control and confirm the security of its databases provided Zucchetti with the confidence it needed to continue its growth trajectory.

"With Barman, we have clear control over what is happening at all times and are able to check if a backup is okay or not. It's also more specific to Postgres and more complete, allowing us to not only verify security and restoration across a number of systems rather than a single system but also to simulate the restore process to see if everything is okay before moving forward," says Gregorio.

> ***"With Barman, we have clear control over what is happening at all times and are able to check if a backup is ok or not.***

Gregorio Piccoli
CTO
Zucchetti

With constantly growing transaction volumes, cost structure matters

The cost of database backup and recovery is always a major factor to consider, but even more so when you're dealing with increasingly high volumes of data. So for the Zucchetti Group, whose transaction volume only continues to rise, paying for backups based strictly on volume simply isn't sustainable. Barman provided significant cost savings because unlike their previous backup processes based on data volume and conversions, EDB's service allowed Zucchetti to pay for the system rather than individual processes.

In addition, EDB's solution was ideal for their massive workloads. "Single systems solutions may be fine for virtual machines or small databases, but with our transaction volume, you're always working and don't have moments where you can stop to run and check on backups," says Gregorio. "So we needed a solution that could perform backup and recovery even while we're working on the database."

> ***"We needed a solution that could perform backup and recovery even while we're working on the database.***

Gregorio Piccoli
CTO
Zucchetti

EDB

Scalability means preparedness for the future

Zucchetti's work with EDB has given their organization a considerable boost of confidence in their ability to tackle any challenges that may be on the horizon, like regulatory changes and even an exponential increase in database volume.

"Eight years ago we were not able to deal with one million invoices every day," Gregorio says. "Now we have the ability to handle not only that, but considerably larger amounts, as well as having one of very few structures in the country that will be able to manage what may be coming."

Run enterprise-grade Postgres anywhere, on any cloud, from edge to core

Take Postgres workloads from experimental to essential with hardened security, support, and compliance tools to help you standardize with Postgres across your enterprise.

EDB

BENEFITS

EDB Postgres AI for BFSI customers. Today's most loved database is ready for tomorrow's workloads.

Open source PostgreSQL on its own has proven to be transformational for many BFSI organizations. But by combining the synergy of AI with Postgres, you can increase opportunity and innovation. Because EDB Postgres AI not only delivers access to enterprise-grade Postgres tools that support extreme high availability, unmatched Oracle compatibility, increased security and mission-critical tasks. It also powers your strategic analytical and AI workloads that keep your business on the cutting edge.

Choose EDB Postgres AI for:

The highest confidence

Ensure business continuity for critical BFSI workloads with up to 99.999% availability, up to 5X throughput performance, and 30X average faster analytical queries compared to standard Postgres.

The deepest intelligence

Accelerate innovation with a complete toolkit for supporting AI applications using a single data layer, plus AI-driven copilots and automation to provide solutions for non-expert users.

The fastest onramp

Modernize from legacy systems with the most comprehensive Oracle compatibility for Postgres, and a suite of migration tooling to get customers onboarded in days versus months or years.

Enhanced security

Maintain customer trust and prevent your database from being your brand's weak point. Ensure your database has the essential security features to comply with regulations and maintain peace of mind.

Open source power

Ensure out-of-date tech stacks and architectures don't cost you customers and revenue and even future-focused tech employees. Instead, modernize and innovate with open source.

EDB

About EDB

EDB provides a data and AI platform that enables organizations to harness the full power of Postgres for transactional, analytical, and AI workloads across any cloud, anywhere. EDB empowers enterprises to control risk, manage costs and scale efficiently for a data and AI-led world. Serving more than 1,500 customers globally and as the leading contributor to the vibrant and fast-growing PostgreSQL community, EDB supports major government organizations, financial services, media and information technology companies. EDB's data-driven solutions enable customers to modernize legacy systems and break data silos while leveraging enterprise-grade open source technologies. EDB delivers the confidence of up to 99.999% high availability with mission-critical capabilities built in such as security, compliance controls, and observability.
For more information, visit www.enterprisedb.com.

TRANSFORM YOUR FINANCIAL SERVICES BUSINESS

BY TRANSFORMING YOUR DATABASE

As you've seen in these customer stories, with EDB as their support partner, BFSI organizations are successfully pivoting to meet current and future cloud, open source, and AI trends that drive long-term success. With a modern open source database like EDB Postgres AI, your organization can accelerate innovation, comply with stringent security and storage requirements, prevent data loss, capitalize on AI tools, and unlock the full potential of your data. Now and for years to come.

Discover how EDB can help you build your future on Postgres. Visit EDB or talk to your account representative today.