



# The New Era of Networking

Cisco Digital Network Architecture (DNA)

## Client Case Studies

### Unleash the Potential of the Financial Industry with Network Architecture Innovation

#### Content Summary

**Client Name:** Hywin Financial Holding

**Industry:** Finance

**Location:** Shanghai

#### Solutions

- The APIC-EM: including a series of applications such as PnP, EasyQoS, Path Trace and Topology Discovery
- The ISE authentication system

#### Results

- Great enhancement of IT flexibility and scalability
- Substantial reduction of IT costs
- Improvement of user experience
- Effective protection of investments
- Overall reduction of loopholes and risks

#### Feedbacks

As an industry-leading financial institution, Hywin Financial Holding always highly value the importance of innovative IT technologies in the rapid development of the enterprise's businesses. The in-depth cooperation between Hywin Financial Holding and Cisco, a globally leading science and technology supplier, is an important step taken by Hywin Financial Holding in its alignment with the world's leading science and technology and its endeavors that lead the industry's reform and development with an international vision and strategy. The Cisco Digital Network Architecture will help Hywin Financial Holding to obtain more notable platform advantages, enable Hywin to intensify its own strengths and seize potential value in transformation, and greatly facilitate Hywin's Version 2.0 upgrading and constant advancement towards innovation, internationalization and digitalization.

Chu Shijia

CIO of Hywin Financial Holding

#### The Cisco Digital Network Architecture helps Hywin Financial Holding embark on its digitalization journey

Cisco and Hywin Financial Holding Group Co., Ltd (hereinafter referred to as "Hywin Financial Holding") have conducted in-depth cooperation. Based on the Cisco Digital Network Architecture, which incorporates data, connectivity, security, automation and analysis, Cisco has deployed digital use cases, such as Cisco Application Policy Infrastructure Control-Enterprise Module (APIC-EM) and Cisco Identity Service Engine (ISE) authentication. The aim of doing so is to achieve faster network response, reduce network complexity and relevant costs, enhance network security, speed up business innovation and improve customer experience, and help Hywin Financial Holding continue to lead the financial industry's digitalization and fully unleash its development potential.

#### About the Client

Hywin Financial Holding Group Co., Ltd was established in 1989. Its headquarter is located in the Lujiazui Financial Core Zone of Shanghai, an international financial center of China. Currently, the Group has a number of wholly-owned and controlled subsidiaries, with over 5,000 employees and over 100 billion Yuan worth of assets under management. The Group has left its business footprints all over the world, with branches and offices set up in over 50 cities in the Chinese mainland, as well as in Hong Kong (China), the US, the UK, and other countries and regions. Hywin is a holding company or shareholder of several listed companies. By combining entity development with investment and integrating industrial and financial capitals, Hywin has established a business system incorporating five sectors, i.e. asset management, wealth management, inclusive finance, cultural tourism and insurance. With its good reputation, solid strength, quality service and seasoned professional management team, Hywin Financial Holding has built a huge, robust, complete and efficient financial platform designed to provide safe, excellent and trustworthy financial services for domestic and foreign investors.

#### Business Challenges

As the tide of digital transformation sweeps across the globe, financial institutions in China face multiple challenges and opportunities in areas such as interest rate liberation, Internet finance and strengthened science and technology regulation. Meanwhile, digital innovation technologies, such as cloud computing, mobile informatization, social networking and big data, are being popularized and applied in financial businesses. Against this backdrop, Hywin Financial Holding proactively seeks transformation, constantly pushing its strategic layout and business innovation to a higher level. At the beginning of 2017, Hywin Financial Holding set foot at the core zone of the Shanghai Lujiazui CBD. Being in a cluster of renowned financial enterprises, Hywin is making great strikes towards new milestones. The Shanghai headquarter is going to scale up from one center to three centers with over a hundred network devices, resulting in huge challenges for the IT department in terms of operation, maintenance and management: time-consuming network function and service deployment which takes weeks or even months to complete; in complex network platforms, manual allocation, monitoring and troubleshooting services are bound to incur considerable labor and economic costs; the subsidiaries' network security permission and isolation are key considerations of the Group's IT team, and are also issues of technological difficulty faced by the enterprise. Therefore, various issues, such as taking advantage of the network platform for faster response to requirements of business innovation, reducing network complexity to relieve the burden of personnel and guaranteeing the Group and its subsidiaries' network security and isolation, become top priorities for Hywin Financial Holding when it aims to fully grasp the digital transformation opportunity.

## Feedback

From the very beginning of China's financial industry informatization, Cisco has been providing future-oriented industry insights and technological supports for the rapid development of China's financial industry with its disruptive innovation and forward-looking perspective. Cisco is glad to cooperate with Hywin Financial Holding this time and to utilize Cisco's globally advanced Digital Network Architecture to help the client develop its IT and businesses by leaps and bounds. In the future when digital innovation in the financial community creates enormous potential value, Cisco will keep making full use of its rich experience gained from in-depth industry explorations and its innovative practices all over the world, cooperate with ecological partners, and rely on indigenous innovation to facilitate the presence of China's financial enterprises into a vaster international market at an accelerated pace.

Cao Tuqiang,  
Global VP of Cisco and CIO of the Greater  
China

## List of Products/Solutions

- Plug and Play (PnP)
- Easy Quality of Service (EasyQoS)
- Path Trace
- Topology Discovery
- ISE

## Solutions

As a network and technology pioneer in the digital age, Cisco has profound understanding of the integrated architecture required by the financial industry transformation. With in-depth investigations on Hywin Financial Holding's individualized needs, Cisco has provided an industry-leading Digital Network Architecture solution for Hywin. The Cisco Digital Network Architecture is a scalable and open architecture driven by software, able to effectively accelerate and simplify enterprise network operation. Cisco has applied various characteristics in the architecture technology, helping Hywin Financial Holding build a flexible, scalable and open enterprise network. The Application Policy Infrastructure Control-Enterprise Module (APIC-EM) deployed by Cisco can collaborate with existing network infrastructure to support the software controller of the Software Defined Network (SDN), enabling automatic execution of tasks and orchestration of workflows and policies so as to simplify network operation. The module consists of a series of applications such as Plug and Play (PnP), Easy Quality of Service (EasyQoS), path trace and Topology Discovery which significantly improve network automation, simplification, intelligence and security. Meanwhile, the Cisco Identity Service Engine (ISE) based on role and context awareness offers centralized, unified and highly-secure access control. Whether end users access the network via wired network, wireless network or VPN, the ISE is always able to offer consistent network access policies based on business roles.

## Results

The Cisco Digital Network Architecture has helped Hywin Financial Holding's IT transformation transcend the level of device reform and penetrate into the level of overall network orchestration. With top-down changes done to the overall network architecture, the traditional manual network has been upgraded into a new type of network which features automation, high availability and on-demand allocation. The deployment of the Cisco Digital Network Architecture has brought numerous positive results:

1. Great enhancement of IT flexibility and scalability -- thanks to policy-based automation, Hywin Financial Holding is able to deploy and manage a variety of services across hundreds of devices and sites, with policy deployment speed raised by 85%;
2. Substantial reduction of IT costs -- thanks to automation of services such as the Plug and Play for Day 0, Hywin Financial Holding has reduced the cost of initial network installation by 79%;
3. Improvement of user experience -- Hywin Financial Holding is able to provide differentiated end-to-end application experience via the EasyQoS which is capable of crossing all network areas to dynamically and constantly update the network so as to achieve optimal application performance;
4. Effective protection of investments -- thanks to software-based packaging of the Cisco ONE Software, the Cisco Digital Network Architecture has provided more innovation value and software license transferability, increasing the value of the Cisco product portfolio by twofold;
5. Overall reduction of loopholes and risks - the Cisco ISE has turned the network from a pure data pipeline into an enforcer of security, reducing detection and repair time required when faced with network security threats.