

Tibero provides fonePaisa with a secure, scalable and cost-effective database



Moving toward a cashless economy in India

fonePaisa Payment Solutions Pvt. Ltd, headquartered in Bengaluru, India, is a digital payments company enabling non-cash payment among consumers, merchants and businesses. fonePaisa payment modes include credit/debit card, bank account direct-debits and 15+ prominent mobile wallets including Paytm, freecharge, Mobikwik, HDFC Payzapp, SBI Buddy, Reliance Jio and Oxigen. fonePaisa enables, both online and brick-and-mortar merchants to accept all digital payment methods using a single account, while consumers can pay using the app or the browser on their smartphone. fonePaisa works on all basic feature phones and smartphones, tablets and desktops across any operating system.

Businesses face significant challenges in matching payments received against outstanding invoices. fonePaisa's intelligent payment and account reconciliation system eliminates error-prone manual reconciliation, while reducing the daily sales outstanding. This helps businesses realize their revenue faster, without any additional investment in staff.

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\$11.5 bn is the projected value of India's mobile wallet market by 2022, according to research and consulting firm 6Wresearch.



UPI (Unified Payments Interface) will enable direct debits to bank accounts, in real-time and with regulated security and costs.

India has taken a massive step towards a cashless economy with the launch of the UPI through the National Payments Corporation of India (NPCI). The NPCI is a primary body governing all retail payment systems in India. Now, one can transfer money with just the Payment ID (like a virtual address or email) of the receiver. This eliminates the need to provide sensitive information like a person's bank account number, IFSC, debit/credit card and CVV numbers. For example, "david@fonepaisa" will be a common payment address for all of David's all bank accounts

and mobile wallets. It's amazing, when you really think about it. NPCI has witnessed 10X growth in transaction counts, within last three years.

According to data from the Reserve Bank of India, India is the home to the largest number of unbanked families (more than 145 million), making it potentially one of the largest bases on which to capitalize. RBI (Reserve Bank of India) Governor Raghuram Rajan calls the UPI 'a revolution.' "The country has the most sophisticated public payment infrastructure in the world, which can be accessible to anyone who enters the system," says Rajan. The "cash intensity," which the RBI wants to help bring down, is expected to reduce to near 40 percent by 2019, the RBI report says.

CUSTOMER NAME

fonePaisa

INDUSTRY

Digital Payment Processing

CHALLENGES

- Revolutionize the way businesses and individuals in India send and receive payments
- Support the requirements of the Unified Payment Infrastructure (UPI) of NPCI
- Complement the Financial Inclusion initiative of India
- Build a cost-effective, yet robust infrastructure that supports rapid expansion of payment products and services

TMAXSOFT SOLUTION

Tibero RDBMS; Tibero Active Cluster; Tibero Standby Cluster and associated components

RESULTS

- A reliable, scalable database infrastructure with multi-threading to support millions of daily OLTP transactions
- Robust security that meets customer demands for data privacy
- Dramatically lower total cost of ownership compared to Oracle
- Superior customer engagement and continued support—a true partnership between fonePaisa and TmaxSoft



The challenge

fonePaisa realized that, in order to effectively “change the game” for the payment processing industry in India, they would need to provide a frictionless, convenient and secure payment process across all channels.

Their strategy to aggregate myriad payment sources—along with the ability to debit any credit or debit card from any bank in India, and support the 15 most prominent mobile wallets—requires a robust, secure and scalable infrastructure to support millions of daily transactions.

Yet, as a start-up enterprise, fonePaisa must also keep infrastructure costs as low as possible to ensure the most economical cost of development, and to deliver the most affordable solutions to their customers.

With all of these factors to consider, when it came to choosing a relational database management system (RDBMS), fonePaisa realized they had to challenge the status quo. They evaluated the most popular open source database offerings, but wanted the confidence of knowing that the solution chosen had proven successful within other banks and financial services organizations.

Having completed initial development of their core applications on Oracle, fonePaisa realized early on that being shackled by Oracle’s licensing model would be an expensive long-term proposition. What’s more, during the early stages of the relationship with Oracle, there was never a feeling of partnership, and there were issues with support.



The solution

fonePaisa selected Tibero RDBMS after completing a proof-of-concept which convinced them of Tibero’s reliability, availability, security and speed of transaction processing. The entire process of migrating legacy developed source-code from Oracle to Tibero was issue-free, and minor gaps were plugged easily with the able support from Tibero, available locally in Bengaluru. The fonePaisa team also realized immediately that the skillsets of their DBAs, who were trained on Oracle, were easily transferrable to working with Tibero. The fonePaisa team also benefitted from the TmaxSoft commitment to helping its customers innovate, improve their performance, and succeed in their markets

fonePaisa has seized the opportunity of mobile convergence—simplifying payments and blending savings, payments, security and loyalty into a seamless experience—and they are now poised for dramatic growth. In partnership with TmaxSoft, they have built a dynamic, yet secure database infrastructure with Tibero that supports the needs of their business today, and one that will expand to meet the future demands of their digital business—with a 64% lower total cost of ownership (TCO), and at one-third the cost of Oracle. For fonePaisa, Tibero is 280% more cost efficient than Oracle.



“ Donning multiple hats, at times as a transaction processor, a technology service provider, and a payment aggregator, we realized the choice of our technology partner should not be based on mere architectural capabilities. Support capability is very crucial. TmaxSoft won our trust right from the initial engagement phase through the POC, thereby demonstrating true partnership. They have a shared commitment to our success. It has been a significantly smooth journey.”



Siddarth
Dudheria
Product Manager,
fonePaisa

“ This technology partnership with TmaxSoft is well aligned with our vision and business strategy of providing a seamless payment experience to individuals and businesses that is secure and real-time.”



Ritesh
Agarwal
Founder and CEO,
fonePaisa

TmaxSoft is a global software innovator focused on data management, middleware and mainframe modernization, with solutions that offer enterprise CIOs viable alternatives to support their global IT powerhouses and drive competitive advantage. TmaxSoft has based its growth on a strong foundation of research and development, along with a sustained commitment to innovation. Today, we are working with over 2,000 customers around the world.

Tibero is the best enterprise RDBMS for the Virtual Data Center. Our licensing model allows enterprises to fully maximize their virtualization investment by only licensing the cores associated to a given VM, resulting in drastically lower TCO.

OpenFrame is a legacy rehosting solution that enables mainframe applications, resources and data to be migrated to a less expensive, high performance open system while reducing TCO, and minimizing risk of migration, all in very short timeframes.

JEUS is the first Web Application Server in the world to be J2EE 1.4, JAVA EE 5 and JAVA EE 6 Certified, and can deliver improved security over traditional WAS.



TmaxSoft was founded in 1997 and today, we have over 1,000 employees in 20 strategic Centers around the world.



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