

# Hanzo Joins Growing Ecosystem of Partners Supporting the IBM Cloud for Financial Services

Hanzo, a pioneer in dynamic web content preservation from enterprise collaboration applications and complex websites, today announced it has joined IBM's (NYSE: IBM) growing ecosystem of more than 100 Global Systems Integrators (GSIs), Independent Software Vendors (ISVs), SaaS providers, and FinTechs supporting the IBM Cloud for Financial Services. The IBM Cloud for Financial Services Framework is designed to address risk in the digital supply chain through a common set of security controls that are adhered to by the entire ecosystem.

A growing portion of the \$1 trillion hybrid-cloud market opportunity is comprised of the financial markets industry, which is expected to increase nearly twenty percent by 2024.[1] Key findings in a recent IBM internal analysis suggests that Cloud is expected to account for about 60% of that future market opportunity as financial institutions are accelerating innovation to meet heightened customer expectations, deliver consistent services in the face of challenges like the global pandemic, and navigate the ever-complex regulatory environment.[2]

Hanzo brings context and a greater understanding of enterprise data to corporate legal and compliance teams by providing in-house control over dynamic and collaborative data sources. This control allows organizations to reduce millions of dollars in risk, litigation, and compliance costs and elevate their corporate legal and regulatory compliance responses. Hanzo will bring Hanzo Hold's ediscovery and data risk

management capabilities and Hanzo Dynamic Capture's high-fidelity dynamic web archiving solution to the IBM Cloud for Financial Services to help enterprises preserve dynamic and complex content and mitigate risk proactively.

The industry's first financial services-ready cloud, the IBM Cloud for Financial Services uses IBM's fourth-generation confidential computing capabilities and "Keep Your Own Key" encryption delivered via IBM Hyper Protect to help partners and their customers retain control of their data and transact with financial institutions in a secure environment. The IBM Cloud for Financial Services Framework is designed to reduce third- and fourth-party risk in the digital supply chain through a common set of controls and processes that are adhered to by the entire ecosystem. The built-in controls are engineered to help customers accelerate innovation, unlock new revenue opportunities, and decrease the cost of compliance.

Hanzo is part of IBM's partner ecosystem collaborating on the IBM Cloud for Financial Services to help partners accelerate transactions with financial services institutions. The IBM Cloud for Financial Services is designed to help financial services institutions as they address their requirements for their regulatory compliance, security, and resiliency. IBM's partner ecosystem fuels hybrid cloud environments by helping clients manage and modernize workloads from bare-metal to multicloud and everything in between with Red Hat OpenShift, the industry's leading enterprise Kubernetes platform.