

Transformational journey to the Cloud

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EURO FINANCE WEEK
14. – 18. November 2011, Frankfurt



Agenda

- ▶ Atos
- ▶ Atos in Banking and Insurance
- ▶ 39% FS CIOs expect that the half of their transactions will be processed via SaaS by 2015
- ▶ Some did the 1st step
- ▶ What is your cloud computing plan for the next four years?
- ▶ To fulfill your own expectations



Atos



- ▶ Over 78,500 business technologists worldwide in 42 countries
- ▶ Annual revenue of €8,7 billion (pro-forma 2010)
- ▶ Strategic IT Partner of the Olympic Games
- ▶ French SA, WW Headquarter in Paris



Atos in Banking and Insurance

- ▶ **15,000 Financial Services business technologists**
- ▶ **30 years' full process service to the banking and insurance industry**
- ▶ **Top 3 IT service provider to Financial Services in Europe**

- ▶ **End-to-end and top to bottom**
 - No. 1 in multi-channel self-service banking
 - Leader in settlement and brokerage
 - A leading independent card services provider in Europe and Asia-Pacific
 - No. 1 provider of innovative payment and BPO

- ▶ **Market-specific, bridging banking business and banking IT:**
 - Multichannel and e-commerce services
 - Core banking & Core insurance solutions
 - Payment to clearing processing
 - Security management
 - ITO and BPO services
 - Business Intelligence and content management
 - Solvency II
 - FATCA / SEPA

39% FS CIOs expect that the half of their transactions will be processed via SaaS by 2015*

- ▶ A Gartner survey found that cloud is the top priority for global financial services (FS) CIOs and that 39% of the survey respondent expect that more than half of all their transactions will be supported via cloud infrastructure and software as a service (SaaS) by 2015
- ▶ Forty-four per cent of FS CIOs in Europe, the Middle East and Africa (EMEA) expect that more than half of all their institutions' transactions will be supported via cloud infrastructure by 2015, and 33% of them expect that the majority of transactions will be processed via SaaS by 2015



- 2015 -
4 Years left

*Source: CBRonline

Some did the 1st step: Example NYSE Euronext Community platform

<http://nysetechnologies.nyx.com/hosted-solutions/community-platform>

KEY BENEFITS:

▶ **FAST TIME TO MARKET**

THE COMMUNITY PLATFORM PROVIDES RAPID PROVISIONING OF ACCESS TO HUNDREDS OF BUY-SIDE AND SELL-SIDE TRADERS AROUND THE WORLD, HISTORICAL AND REAL-TIME INFORMATION, AND TECHNOLOGY SERVICES THAT ENABLE TRADING INNOVATIONS.

▶ **HIGHLY SCALABLE**

THE COMMUNITY PLATFORM IS BUILT TO HANDLE YOUR GROWTH AND CHANGING REQUIREMENTS GLOBALLY.

▶ **SIMPLIFIED ACCESS TO A BROAD RANGE OF SERVICES**

THE COMMUNITY PLATFORM OFFERS RAPID ACCESS TO THE ENTIRE NYSE TECHNOLOGIES PORTFOLIO OF HIGH PERFORMANCE, LOW-LATENCY SERVICES AS WELL AS OFFERINGS FROM THIRD-PARTY VENDORS.

▶ **LOWER COSTS**

YOU NO LONGER HAVE TO PROVIDE THE RESOURCES TO DEVELOP AND TO MAINTAIN YOUR INFRASTRUCTURE THAT DOES NOT SUPPLY AN INHERENT COMPETITIVE ADVANTAGE.

▶ **WORLD CLASS SECURITY**

THE COMMUNITY PLATFORM TECHNOLOGY IS HOSTED IN OUR ULTRA-SECURE GLOBAL LIQUIDITY CENTERS.

▶ **FLEXIBLE SOLUTIONS TO DIFFERING MARKET NEEDS**

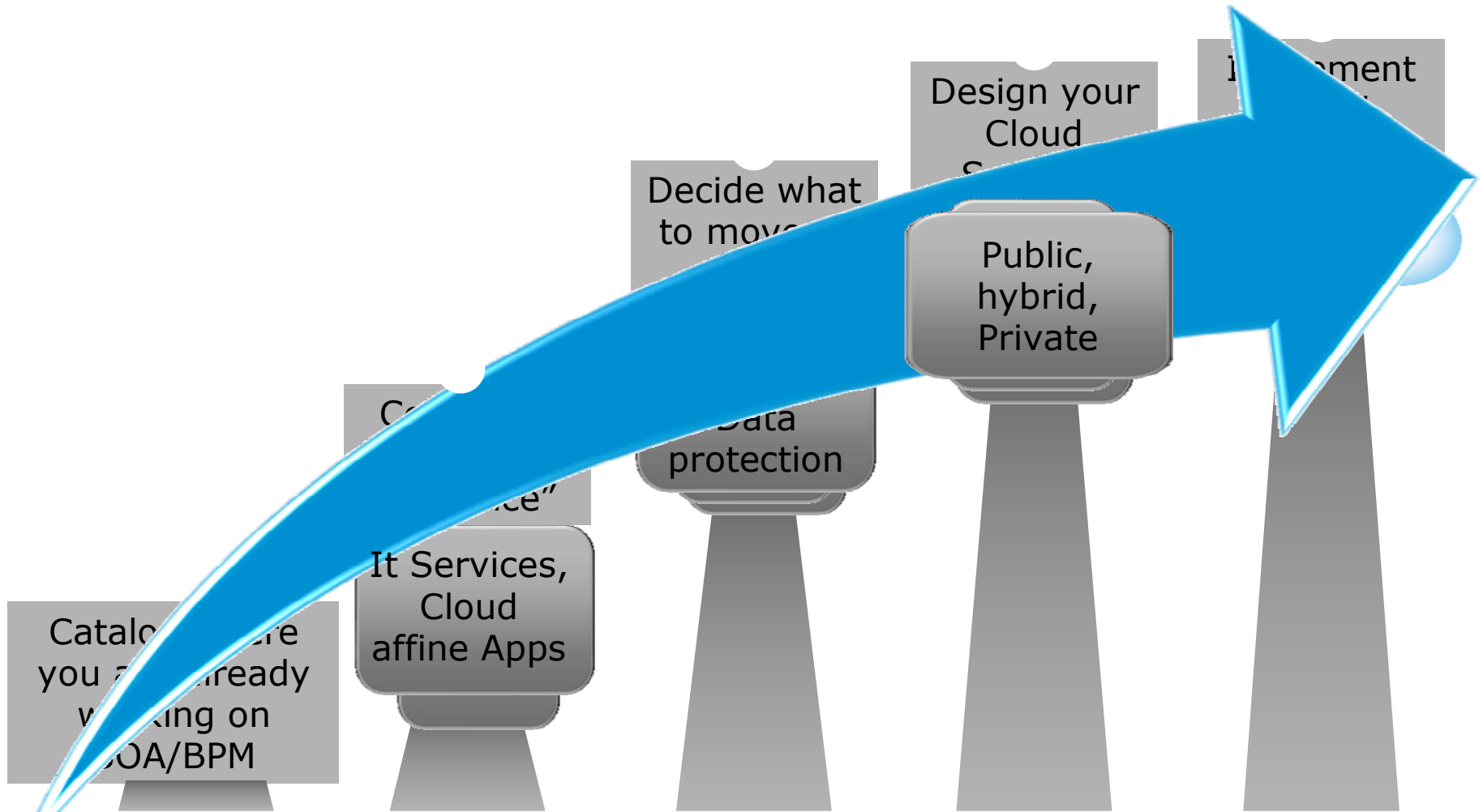
THE COMMUNITY PLATFORM IS AN AGILE SOLUTION BUILT TO MEET THE NEEDS OF DIFFERING MARKET PARTICIPANTS

What is your cloud computing plan for the next four years?

| | Overall stance | IaaS | PaaS | SaaS |
|---------------|---|---|--|--|
| Aggressive | <ul style="list-style-type: none"> ▶ Cloud adopted where possible | <ul style="list-style-type: none"> ▶ Move "legacy" apps towards IaaS | <ul style="list-style-type: none"> ▶ Adopt a PaaS for new applications ▶ Opportunistically migrate existing applications | <ul style="list-style-type: none"> ▶ Rapid migration towards, replacing existing apps as SaaS offerings become viable |
| Moderate | <ul style="list-style-type: none"> ▶ Consider Cloud for all projects; adopt where Cloud is among best option | <ul style="list-style-type: none"> ▶ Move "legacy" apps towards IaaS over 12-24 months ▶ Improve virtualization performance | <ul style="list-style-type: none"> ▶ Pilot PaaS for new applications | <ul style="list-style-type: none"> ▶ Opportunistic replacement of end-of-life applications |
| Opportunistic | <ul style="list-style-type: none"> ▶ Pilot Cloud, adopt where it is best option | <ul style="list-style-type: none"> ▶ Pilot IaaS Cloud infrastructure ▶ Improve virtualization performance | <ul style="list-style-type: none"> ▶ No PaaS effort yet | <ul style="list-style-type: none"> ▶ For new projects, consider SaaS option; adopt if it is best option |

.... and think public 1st – at the very end it will be hybrid

To fulfill your own expectations – start the transformational journey right now



Thank you

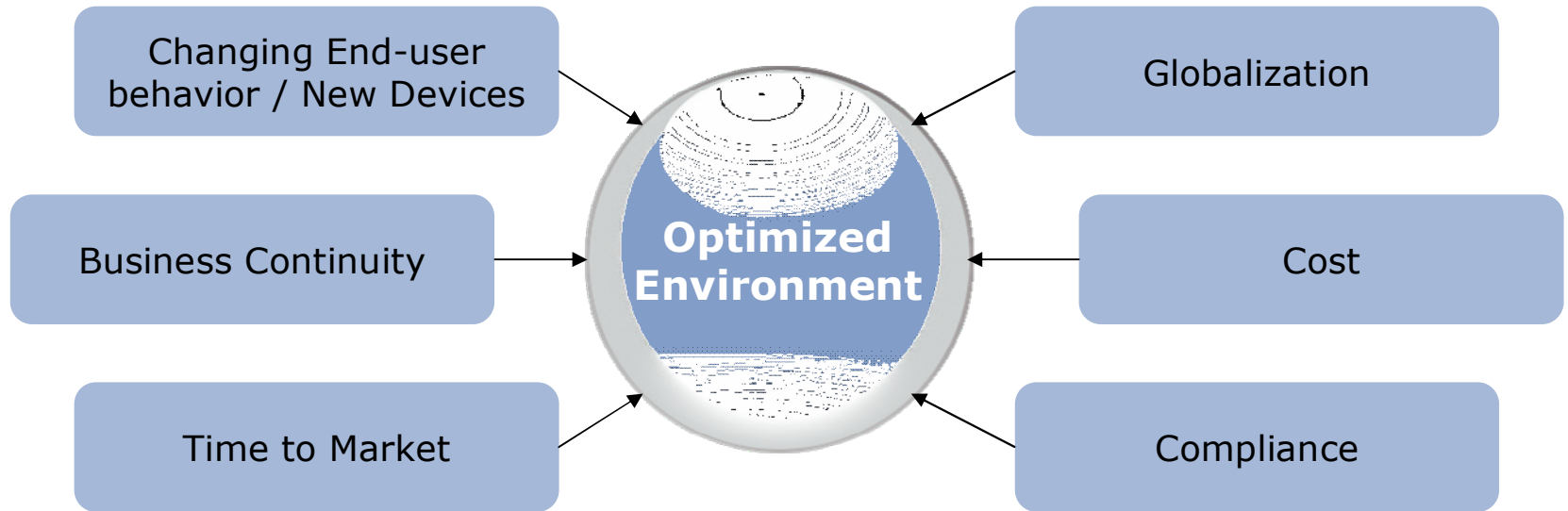
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What are the major influencing factors for a core banking environment?

Major Trends and influencing factors of an core banking environment



Growing variety of needs

Area of conflict

IT goals

- ▶ Reduce TCO
- ▶ Increase Flexibility
- ▶ Streamline Management

Banking as a Service

Challenges Banking Platforms

- ▶ **Flexibility / Agility** – meet peak business demands
- ▶ **Escalating costs** – implementation, licenses
- ▶ **Country specific customization** expensive & risky
- ▶ **Mobility** – expanding mobile workforce
- ▶ **On demand billing** – pay per use
- ▶ **Governance & Ownerships** as blocking point
- ▶ **Standardization vs. Customizing**
- ▶ **Licenses vs. Demand billing**

| Infrastructure as a Service | Software as a Service | Banking as a Service |
|--|--|---|
| Delivery of the banking infrastructure and resources as a outsourced service | Capabilities and facilities required to support the complete life cycle of building and delivering banking applications and related services | Model of Banking Platforms deployment where an application is licensed for use as a service provided to customers on demand |

Basic characteristics

- ▶ Pre-scripted, abstract infrastructure
- ▶ State-of-the-art technology
- ▶ Fully virtualized
- ▶ Dynamic environment (scalability)
- ▶ Pay per consumption
- ▶ OS independent
- ▶ Free of software or hardware installation

Benefits of Banking as a Service

- ▶ Modern platform
- ▶ Low up front investment costs
- ▶ Easy and fast scalable
- ▶ Access anywhere and anytime
- ▶ Increased speed of product development
- ▶ Cost advantage (economics of scale, load sharing)
- ▶ Pay per consumption (lower risk)

Banking Service on Demand