



MONETA MONEY BANK

VIDEO TRANSCRIPT

00:00 live from Las Vegas it's the cube
00:04 covering the AWS Accenture executive
00:08 summit brought to you by Accenture
00:14 welcome back everyone to the cubes live
00:16 coverage of the AWS executive summit
00:18 here in Las Vegas at the Venetian I'm
00:20 your host Rebecca Knight
00:22 we are joined by folks from onesa Money
00:24 Bank we have Martin Berdych who is the
00:26 senior manager IT infrastructure and
00:28 Martin Trischka cloud Technical
00:30 Architect manager at Accenture thank you
00:32 so much for coming on the show thank you
00:34 thank you for Elsie so we're talking
00:35 today about Mineta money bank's journey
00:38 to the cloud but first I want to start
00:40 with you Martin talk a little bit tell
00:43 our viewers a little bit about more nets
00:44 a money bank someone at the money bank
00:46 it's um it's a fourth largest bank in
00:49 czech republic which is not big
00:51 obviously the country's small but what
00:53 the bank is far big we are serving
00:56 something around 1 million customers so
00:59 and we're providing all the services you
01:01 can imagine so bank accounts loans
01:03 mortgages credit cards whatever you you
01:06 find out and there's one special thing
01:08 I'd like to point out we have a
01:09 brilliant mobile application which is
01:12 consistently getting the awards every
01:14 every year for the best mobile banking
01:16 app on the market so so this is Minetta
01:18 so you're already a pioneer in
01:21 technology really on the vanguard yeah
01:23 and recently made the decision to move



01:25
12 of your or 2 dozen of your existing
01:28
apps to the public cloud yeah what was
01:31
the impetus for that decision I think
01:33
there's a there's a lot I mean there's a
01:35
wider why the strategy which is around
01:37
being digital being agile all those
01:39
buzzwords you hear around everywhere
01:42
Automation all the other stuff I think
01:44
one of the but one of the big one as
01:46
well was the legacy infrastructure
01:49
because the banks got a huge legacy
01:51
stuff which is which is you know causing
01:54
a lot of issues you know if you want to
01:56
go fast on the market you want to be
01:57
quick you want to respond to your
01:58
customers this is slowing us down so I
02:01
think apart from all the other strategy
02:03
or at least in my area the
02:05
infrastructure part definitely the big
02:06
the big one was the the legacy asset we
02:10
are actually you know trying to remove
02:11
by moving to cloud which is that's the
02:14
thing so so they needed a partner to
02:17

help them move to the public cloud in
02:19
this case AWS of course
02:21
and so and when Accenture comes into
02:23
this first of all is this is this a
02:25
standard client sort of someone who is a
02:28
company that is that is already
02:30
technologically minded and trying to do
02:33
this I mean would you say that this is
02:35
this is sort of the kind of person the
02:37
kind of organization you the gravitates
02:40
so monetha you know as a pioneer in
02:43
terms of adopting public art on the the
02:46
check market for them it was a huge step
02:50
to add a public cloud so we were very
02:52
happy that they asked us for help the
02:56
first thing that we did is we helped
02:57
them design their IT strategy what the
03:02
steps should be in terms of adopting
03:03
public cloud
03:04
actually we helped them you know also to
03:07
define that cloud adoption will be one
03:09
of the pillars of their future future
03:12
growth along with with other other
03:14
initiatives so so we helped them with



03:16
the VDI IT strategy and then we
03:18
basically went through that whole
03:20
journey together with Minetta where the
03:23
infrastructure teams with one of the
03:24
security teams and with our team who
03:26
helped the client to migrate eventually
03:28
those two thousands workloads into into
03:32
the cloud so is it a co-creative process
03:34
in the sense of are you together
03:35
figuring out the sort of the steps on
03:38
the journey or is it Accenture in the
03:40
background and I think one of my you
03:43
know goal was to make my team part of
03:47
that as much as possible
03:48
so obviously Accenture help is
03:50
appreciated and they were needed because
03:51
the knowledge of public cloud not only
03:54
in the company I think even on the
03:55
market itself is very limited the
03:58
experience with that is very limited so
03:59
Accenture played a strong role in that
04:01
but what I make make sure from the
04:04
beginning I was trying to make sure from
04:05

the beginning is that the team will be
04:07
part of that from the really and to end
04:10
so they whatever extension was helping
04:12
the team was kind of contributing and
04:15
they were able to actually do it
04:16
together so the knowledge you know has
04:20
been you know increased in in divided
04:22
team so now we're definitely much more
04:24
capable than we have been before and
04:27
when we started
04:28
so how did you help so what sort of you
04:31
know as you say figuring out the
04:33
business challenges and then actually
04:34
finding solutions so so it all started
04:37
but you know what we call preparation
04:40
for the journey to cloud this means that
04:42
we help the client to assess their race
04:45
because we are speaking about you know
04:46
Bank there's a regulation which needs to
04:50
be met those requirements regulatory so
04:53
we help the client to assess the risk
04:55
associated with going to cloud we help
04:57
them design their it is their exit
04:59
strategy when they need to actually you



05:01
know exit the cloud and after we
05:04
accomplish accomplish those let's say
05:06
preparation tasks we focused on what we
05:09
call blueprints this is basically design
05:12
designing concepts of how the target
05:14
environment will look like in terms of
05:17
the architecture in terms of security in
05:19
terms of governance so so we have
05:20
jointly know with Mark Martin's team
05:23
design those those blueprints and after
05:27
that it was basically ready to kick the
05:30
journey to cloud actually itself so you
05:34
mentioned governance you mentioned
05:35
security privacy gdpr is was recently
05:39
enforced in Europe did you come up any
05:42
challenges nothing that I mean there
05:45
have been many obviously the regulation
05:47
itself if its GDP are if it's if it's
05:49
the banking regulation all the other
05:51
elements have to be considered and I
05:53
think this is a constant you know this
05:54
is the constant task you know it's not
05:56
it's not over because obviously as we
05:59

are pioneer on the market the we are
06:02
learning and we are showing the other
06:04
competitors actually whether this is
06:06
actually possible and what it what needs
06:08
to be done to make it possible so
06:10
obviously the the regulator Czech
06:12
National Bank had a lot of tasks or
06:14
steps we they gave us a lot of next
06:17
steps you have to fulfill so we can
06:18
actually proceed and this is this is an
06:20
ongoing journey and we have to kind of
06:22
work on this still work on it it's it's
06:25
not over there have been a significant
06:27
risk analysis done obviously so there I
06:29
think it was like more than hundred
06:30
hundred risk has been identified you
06:33
know around the power now this has been
06:36
much reduced and obviously they are
06:37
still next steps we need to fulfill to
06:39
to get this done
06:40
so you have fully migrated to the public
06:43
cloud those 20 applications yes exactly
06:47
what have you seen so far both from your
06:50
clients and both in and from the your



06:52
colleagues have you seen I think there's
06:54
a couple of a couple of things one of
06:56
the thing is that the team I mean not
06:59
only IT team but internal people in the
07:01
bank see that it's actually working
07:03
right there have been some skepticism on
07:05
the beginning obviously people were
07:06
looking for reasons why why we shouldn't
07:09
be doing it because of this and that I
07:10
think this is now a bit clearer and
07:12
people kind of getting the getting the
07:15
feeling that it is actually working so
07:17
this is one of the this is one of the
07:19
one of the outcome of that thing
07:21
obviously the other was that we quickly
07:25
find out an extension helped on that we
07:27
need to optimize so I mean we move it as
07:30
it is we lift and shift and then we find
07:32
out we're actually wasting resources
07:33
therefore we're wasting a lot of money
07:35
so we had to start working so it by
07:38
moving it it didn't stop you know it's
07:40
not the audio it's not over we have to
07:42

we have to now work on that and we need
07:44
to find out how do we how do we actually
07:46
optimize the whole workload and what we
07:47
can do to actually make it better
07:49
apart from the fact we are you know
07:51
looking at the other phases of the
07:53
project and we want to we want to move
07:54
more we have to work on the older bit as
07:57
well so so we need to make sure we get
07:59
most from the cloud and what our weather
08:02
learnings did throughout this process
08:05
did you come up with sort of best
08:06
practices that have emerged I mean as
08:08
you said you are showing your
08:09
competitors the other top three banks in
08:14
the Czech Republic I mean you're sort of
08:16
learning from Minetta money banks
08:17
experience what would you what would you
08:19
say are the best practice so it really
08:21
depends you know on from which
08:22
perspective or you look on those lessons
08:25
learned from the regulation perspective
08:27
the answer is yes it's possible to adopt
08:30
public cloud even with in highly



08:33 regulated FS market however you meet you
08:36 need to meet many many requirements from
08:38 the technology perspective I believe
08:41 that monitor was really surprised how
08:44 easy it was to adopt the technology
08:46 itself the migration went happened
08:49 basically in just four and a half months
08:52 so this is something you normally are
08:55 not able to to accomplish in traditional
08:57 I guess a data center in data center
09:00 environment so so this is from a
09:02 technology perspective as you said
09:05 journey to cloud is how you migrate to
09:08 cloud but then journey in cloud begins
09:09 so another lesson learned is actually
09:11 you once you are in the cloud you need
09:14 to change your operating model you need
09:16 to start optimizing not only you know
09:19 your your span but also let's say your
09:21 team performance there is really so so
09:22 basically the the job is not done when
09:25 you migrate the cloud it just begins so
09:28 you're now you're at the beginning of
09:30

this journey now that you're there where
09:33 what is the future work what is the
09:34 future look like yeah obviously we have
09:37 a big plans
09:38 I think our aim is to migrate 50% of the
09:43 workload
09:43 you know until end of 2019 it's a
09:47 challenging task because I mean we
09:50 obviously created the baseline because
09:52 we have the environment we have some
09:54 applications so now we just build on top
09:56 of that and we start to work on it but
09:58 it's a challenging task and this is what
10:01 we're looking at in the future and you
10:04 clients feel it I mean would a banking
10:06 customer have sense any differences the
10:09 thing you win awards for your mobile
10:10 absolutely absolutely I think the plans
10:14 for the 2019 will be really that's going
10:17 to be the shift for the clients we have
10:19 a plans to move there really like a
10:21 strong production workloads which are
10:23 affecting the clients you know on the
10:24 end of the day and I think that's gonna



10:27
be the that's gonna be the visible
10:30
element for them when when we do that
10:32
and finally what's your word for it but
10:34
what's your word of advice for other
10:36
banks that are that are considering
10:38
pondering this move to the public cloud
10:41
what would you what would you say what
10:43
was sort of the strategy with strategic
10:45
advice so when we are speaking to
10:47
clients about public cloud adoption the
10:50
usual I think about public cloud
10:52
adoption in terms of technology right
10:53
that you are basically in pricing data
10:55
center technologies on-premise
10:57
technologies with some other technology
10:59
in the cloud this is not the case that
11:01
part of the whole journey is
11:04
just a small part it's about you know
11:07
changing how the organization work
11:09
it changes the operating model it it
11:13
touches almost every every function in
11:15
the in the organization you know the
11:17
business HR finance security risk themes
11:22

all those themes and functions are
11:24
affected by by cloud or action so my
11:28
recommendation would be think of cloud
11:31
adoption from that perspective it's not
11:33
just a technology change you're not just
11:35
changing you know
11:36
platform for for another platform I'd
11:39
have one recommendation and that is
11:41
don't be afraid that's a good word of
11:46
advice to end on Martin and Martin thank
11:47
you so much for coming on the
11:49
conversation thank you thank you I'm
11:52
Rebecca knight that wraps up day one of
11:54
the cubes live coverage of the AWS
11:56
executive summit we will be back here
11:58
tomorrow with more signing off thank you
12:00
so much for joining us
12:08
[Music]

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