



Cloud Solutions

DELL EMC Pivotal virtustream vmware

Cloud Solutions



The emergence and wide adoption of cloud services has enabled financial institutions to transform their business models. The cloud has enabled agile players to rapidly gain market share, and analyse their consumer base to bring new products to market fast, based on consumer demand. This has created a highly competitive marketplace for new forms of financial services. From agility to accelerated time-to-market and increased potential to reach new markets, cloud technology offers financial institutions the ability to transform.

Challenged with handling an ever-increasing amount of data, financial institutions are assessing the best approach to their cloud strategy. Taking into consideration public cloud services, private or on-premise cloud services, hybrid cloud, and multicloud, determining which model is the most efficient, effective and secure method will come down to assessing workloads, usage purpose, budget, security and compliance. This isn't an easy decision and complexities will remain prevalent even once financial institutions have chosen their preferred model. For these reasons, it is important to have the right tools and skills available in order to efficiently and effectively broker services and manage the governance in these complex models. To make matters more complicated, traditional players must manage the complexities of integrating legacy environments with cloud-native platforms.

The diagram below outlines different types of cloud models:

Private

Refers to leveraging cloud resources within a private environment. This type of cloud is tailor made for the business' needs and goals.

This model is particularly useful for industries that are heavily regulated and companies that work with sensitive data. It is also used for 'stable' applications which do not require an increase in resources during specific time periods. Security and governance is wholly controlled by the cloud owner, this means protecting assets does not lie with a third-party.

Hybrid

Refers to leveraging both private and public cloud models.

This model is particularly useful for large enterprises that have a wide variety of business needs. For example, stable applications can run in the private cloud due to their predictability however, applications that have volatile workloads could be well-suited to public cloud. Public platforms are also great for developer experiments.

Public

Refers to leveraging a public cloud provider like Microsoft, Google or Amazon. This type of model gives consumers access to a huge amount of resources in a variety of different consumption models. Resources are shared among many companies.

This model is used for its agility, scalability and initial cost-savings. Particularly for capital-strapped institutions, cloud is a highly attractive model to leverage to get up an running. Public clouds are also an ideal environment to test new business ideas. The ability to rapidly deploy new service for a short-term basis is a useful tool for new product development teams.

Linking IT Transformation to Digital Transformation



Multi cloud: Traditional financial institutions with a cloud strategy are likely balancing existing on-premise infrastructure and public cloud services to leverage a hybrid cloud model. When it comes to choosing a cloud service provider, there are a number of considerations to take into account including, volatility of workloads, ease-of-access, latency impact, regulatory requirements, and security – among others. Financial institutions must consider the most appropriate cloud to run their workloads, in terms of costs and efficiencies. Financial institutions that choose more than one cloud provider will adopt a multicloud model. This leads to multicloud complexities and demands a new set of tools and skills in order to manage cloud brokerage, governance and effectively oversee costs.

Dell Technologies Cloud Solutions: Dell Technologies support a holistic approach to cloud transformation that addresses infrastructure, operating model and applications. We can assess your environment to help you understand your current state, and create a future-state vision based on your growth objectives and market ambitions. Dell use the current state and target state information to develop a transformation strategy and roadmap that is actionable and relevant to the business. Dell develop a detailed cloud assessment including a forecast of the cost savings and benefits to inform your IT transformation journey. Focusing on modernising the datacentre and optimising your cloud strategy underpins a wider digital transformation for a financial institutions as the savings realised from making an IT transformation are often used to invest in digital transformation.

1. Cloud Strategy Assessment & Selection

This involves understanding a financial institution's growth strategy and IT strategy. Dell works closely with leading financial institutions to identify the most suitable cloud strategy for their business by analysing the full environment including: applications, security and regulatory and compliance requirements along with existing infrastructure. Dell Technologies provide a business case and investment analysis to highlight the cost/benefits of each scenario. As part of this assessment, Dell will define the most effective IT Transformation roadmap to support the financial institution's growth agenda.

2. Cloud Components

When it comes to building a private cloud, expanding on public cloud to create a hybrid model, or hosting your data on a managed service, Dell Technologies provides end-to-end cloud solutions. Dell Technologies companies, Dell EMC, VMware, Pivotal and Virtustream provide leading-edge technologies to provide financial institutions and their customers the best service possible. Dell Technologies provides the infrastructure, networking, and platforms necessary to run a cloud environment whether a financial institution chooses private, public or hybrid depending on their environment and level of digital maturity.

3. Multicloud Services

Accelerate time-to-value for a multicloud environment by leveraging deep knowledge across Dell Technologies. From strategy and planning, to design and implementation, to management and governance, Dell Technologies have the expertise to help financial institutions consume cloud-based services in a clear, governed and secure way.

A Global Bank - Reducing costs

One of the world's leading global banks was challenged with complex infrastructure restricting innovation, which in turn was driving up costs and risk. This bank has a large global footprint across retail and commercial banking. The bank recognised the need to have improved time to market so it launched an initiative to increase agility and reduce operational cost by \$4bn. Previous to this transformation, the bank had a provisioning virtual environment which took up to 12 weeks.

The Bank engaged Dell Technologies Enterprise Hybrid Cloud Solution & Services to deploy a hybrid cloud environment and executed 92 use cases within 30 days. The initiative was then expanded globally across four countries with all sites managed through a single management portal. Internal IT teams were provisioning workloads within one week of hardware install and the solution offers flexibility to provision on any platform and use any public cloud service – allowing the Bank to have the flexibility and ease to work across multiple clouds.

Results:

- Reduced IT operating costs by up to 30%
- Enabling the bank to drive digital transformation initiatives using cloud technology
- Cut provisioning timeframes from 12 weeks to 15 minutes
- Accelerating innovation with self-service provisioning of cloud-native development environments
- Reduced risk with simplified security and regulatory compliance with built-in visibility and controls
- Internal IT team meeting varying requirements across lines of business

30%

Reduced IT operating costs by up to 30%

Large UK Bank- Modernising IT

After the worldwide financial crisis, a large UK bank underinvested in IT for years, resulting in ageing, costly and inefficient infrastructure and operations. Serious outages and the urgent need to rebuild customer trust, contributed to the impetus for transformation. After several challenging attempts to modernise and offer cloud computing on their own, digital engineering services team within the bank who are responsible for developing new bank services, turned to public cloud.

The bank engaged Dell Technologies to guide them through and enable their IT transformation. With Dell Technologies, the bank was able to build an public-like cloud computing service by leveraging Dell EMC cloud infrastructure and Pivotal's cloud platform, Pivotal Cloud Foundry.

Results:

- Savings of £288 million over 5 years
- Cloud platform went live in just 6 months
- Reduced provisioning times from 26 weeks to days
- Eliminated need for 1500 of 5000 planned servers

This bank continues to transform and is driving significant digital transformation initiatives on a modernised technology environment. Dell Technologies is committed to supporting this leading UK Bank as it continues to evolve its business model and digital agenda.

£288m

Savings of £288 million over 5 years

Global Bank – Accelerating Time-to-Market

A global financial institution recognised the need to respond to the growing threat of fintech competition. The financial institution wanted to go beyond traditional transaction-based services to create and deliver new kinds of added-value services – and they needed to do it quickly.

In order to dramatically reduce time-to-launch new applications, meet business demands and to be able to have new applications go live every day, the financial institution needed to modernise IT platform, services, and operations worldwide. This meant eliminating the “technical debt” of legacy IT from many mergers & acquisitions.

In response, the financial institution engaged Dell Technologies to extend the bank’s private cloud with an enterprise hybrid cloud and a consolidated governance and service model. The solution was built and working in lab in just 2 weeks.

Results:

- OPEX savings of €350 Million a year
- Reduced average application time-to-production from 150+ days to just hours
- Over 30% increase in developer productivity for faster innovation-to-market
- Reduced time, cost & effort of provisioning (and de-provisioning) application platforms
- Flexible modern platform and operating model to leverage future IT innovations and partner solutions & services

30%

Over 30% increase in developer productivity for faster innovation-to-market


Contact us

 www.delltechnologies.com

 @DellTech



Dayne Turbitt

 Dayne.Turbitt@emc.com

 <https://bit.ly/2xGgo0p>



Margarete McGrath

 Margarete.Mcgrath@emc.com

 <https://bit.ly/2NGJdUq>



Glenn Mallon

 Glenn_Mallon_UK@Dell.com

 <https://bit.ly/2ImiXZA>



Craig Reid

 Craig.Reid@emc.com

 <https://bit.ly/2N7n0d0>

The Dell Technologies logo is centered on a dark blue background. The word "DELL" is in a bold, white, sans-serif font, with the 'E' stylized as three slanted parallel lines. To the right of "DELL", the word "Technologies" is written in a white, lowercase, sans-serif font. The background features a network of thin white lines connecting various nodes, some of which are small white dots and others are larger, semi-transparent blue circles. A soft, glowing light source is visible on the left side of the image, creating a gradient from light blue to dark blue.

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