



# 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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