



THE CLOUD

A ROAD STREWN WITH FEAR

## FEAR 1: The Unknown

- ▶ **Shared understanding with Business**
  - ▶ Establishing definitions
  - ▶ Understanding concerns
  - ▶ Reports, films, articles
  - ▶ References from the sector, Digital Players



## FEAR 2: Business Case

### ▶ **Business value**

- ▶ Working with fintech's
- ▶ Speed of action
- ▶ Inbuilt security
- ▶ No less cost



## FEAR 3: Strategy

- ▶ **“Cloud Strategy” document**
  - ▶ Cloud unless, but without mass migration
  - ▶ 3-year budget
  - ▶ SaaS -> PaaS -> IaaS
  - ▶ Azure First (Tech Stack affinity) and non-critical applications
  - ▶ Start to Learn by Doing ...



## FEAR 4: Security

### ▶ **New challenges**

- ▶ Contracts and data in the EU
- ▶ Onboard internal control functions
- ▶ Fully encrypted access
- ▶ User authorization
- ▶ Access to some services only
- ▶ Active monitoring and reference configuration



## FEAR 5: Regulator(S...)

- ▶ **Full transparency**
  - ▶ Risk assessment (self assessment)
  - ▶ “Cloud Strategy” - discussion
  - ▶ Quarterly meetings
  - ▶ Vendor lock-in and “on prem” controls accessible in the cloud
  - ▶ Dialogue ... Dialogue...Dialogue...



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## FEAR 6: Skills

- ▶ **People first and foremost**
  - ▶ A dedicated Cloud team
  - ▶ Analysis of skill gaps and mass training
  - ▶ Townhalls and communication
  - ▶ “On site” partner architects



## FEAR 7: Model Devops

- ▶ **The Cloud is not chaotic**
  - ▶ Exclusive CI/CD pipeline
  - ▶ Full code inspection and automation
  - ▶ Solely “authorized” services
  - ▶ DevOps model with transfer of responsibility for monitoring, preservation of continuity and security





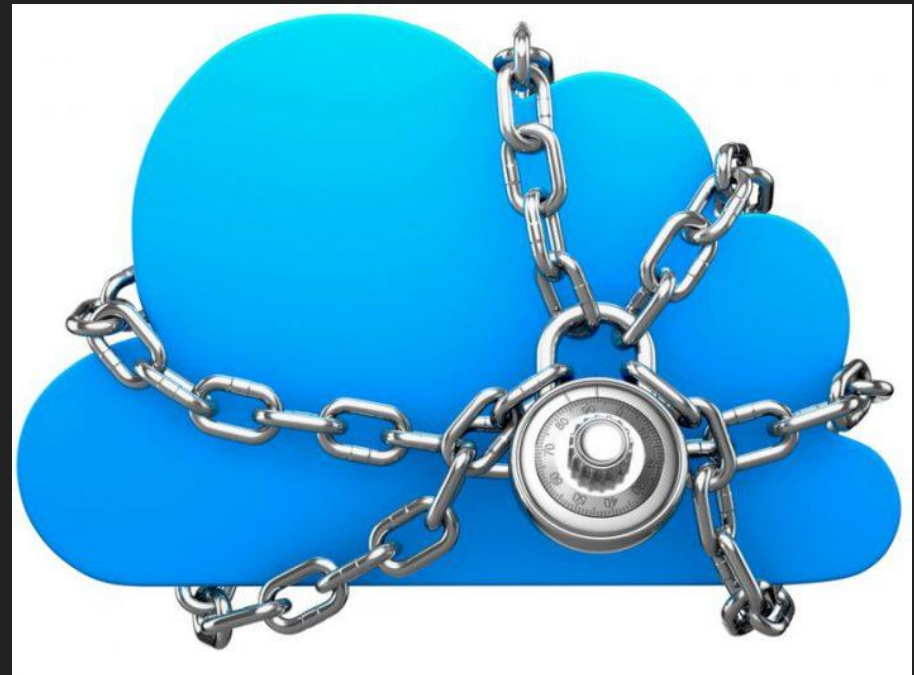
## FEAR 8: Cost

- ▶ Direct price model
  - ▶ One tenant and price model for business units
  - ▶ Transfer from the CAPEX to the OPEX model
  - ▶ Guaranteed business understanding and CFO
  - ▶ Don't over sell savings... aim towards Efficiency...



## Fear 9: Lock-iN

- ▶ **Independence is a myth**
  - ▶ Selection of a main business partner in the cloud
  - ▶ Critical services are still "on-prem"
  - ▶ Exit strategy plan
  - ▶ Technology Stack you master
  - ▶ Gradual transition to two partners



## Fear 10: The future

- ▶ **Become a cloud broker**
  - ▶ Build applications based on microservices and containers
  - ▶ Accessibility to all third-party cloud suppliers
  - ▶ Abandon building your own IaaS for native services





Q&A ?

