

The background of the image is a dark navy blue on the left, transitioning into a vibrant purple and magenta gradient on the right. A large, stylized, curved shape in shades of purple and blue dominates the right side, resembling a stylized 'S' or a wave. The AWS logo is positioned on the left side of the image.

aws SUMMIT

LONDON | 27 APRIL 2022

IN-01

Modernizing Financial Services on AWS

Jason Barto

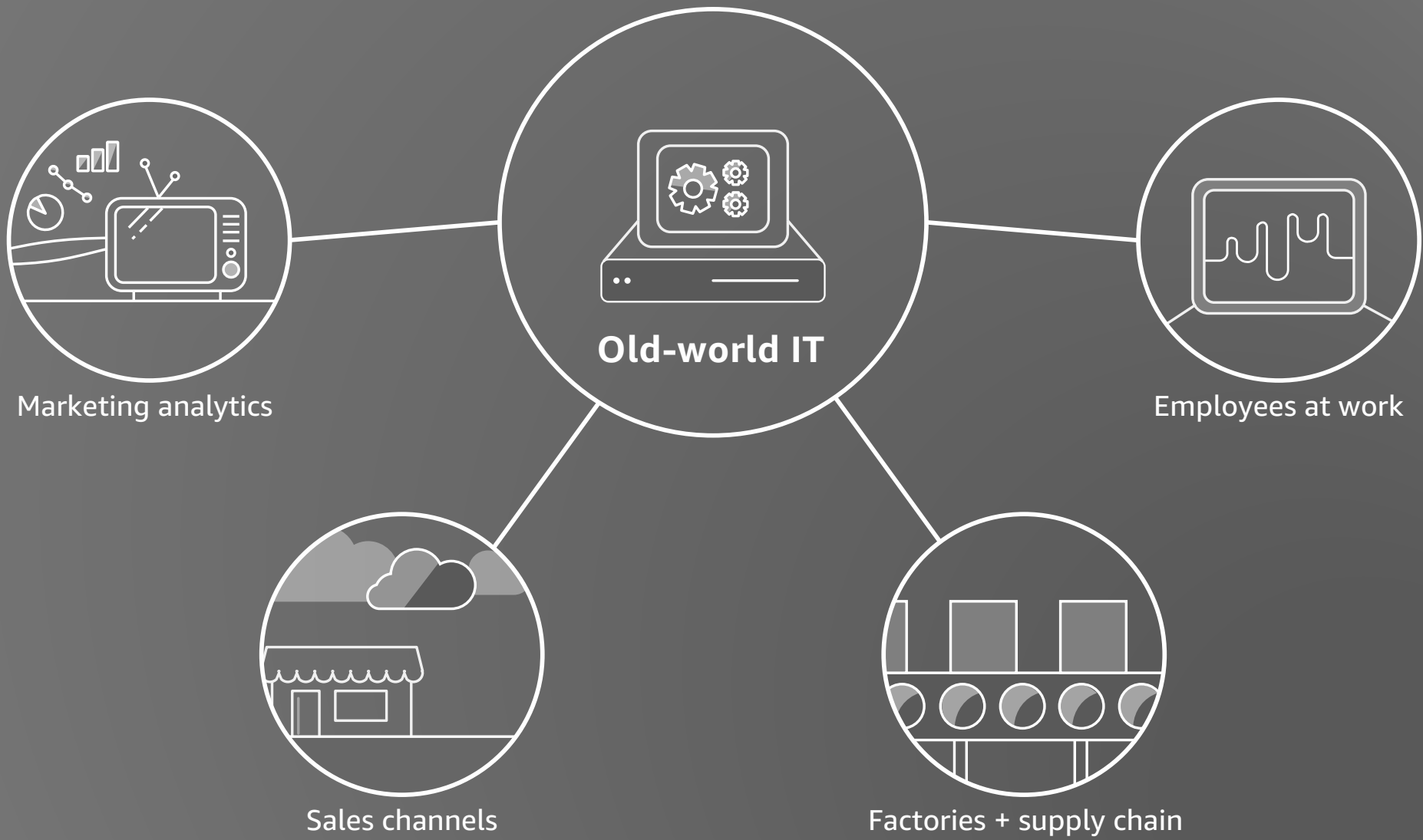
Principal Solutions Architect
AWS Financial Services

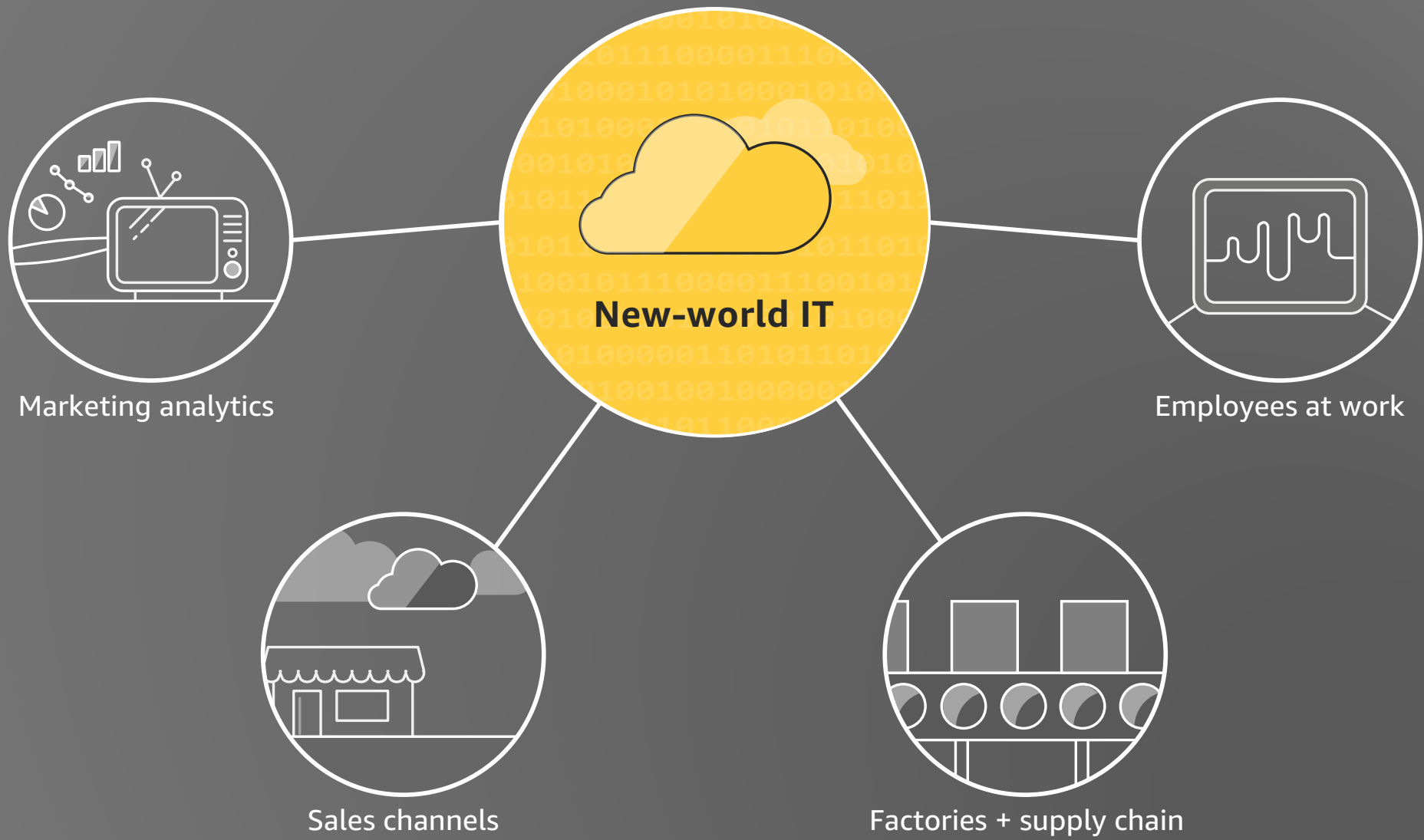
Neil Stephenson

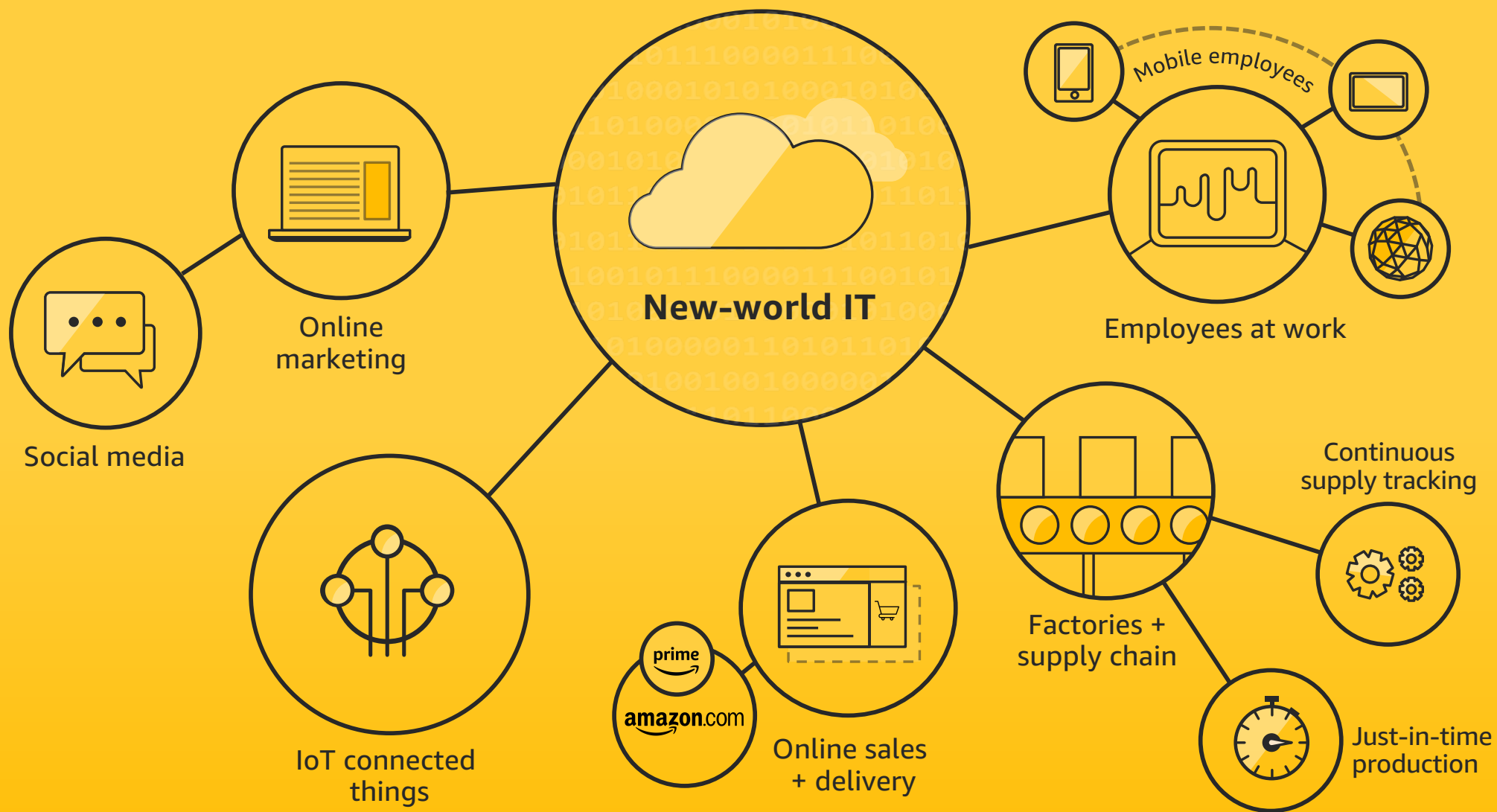
VP SaaS Client Engagement
Global Decisioning Software
Experian



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New needs

Personalization

Responsive features

Customer analytics

More things, more scale, rapid change

The Financial Services industry is **Evolving** in the Cloud



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Strength of Infrastructure and Services

- Innovative engineering
- Committed customer relationships
- Setting the pace in the market



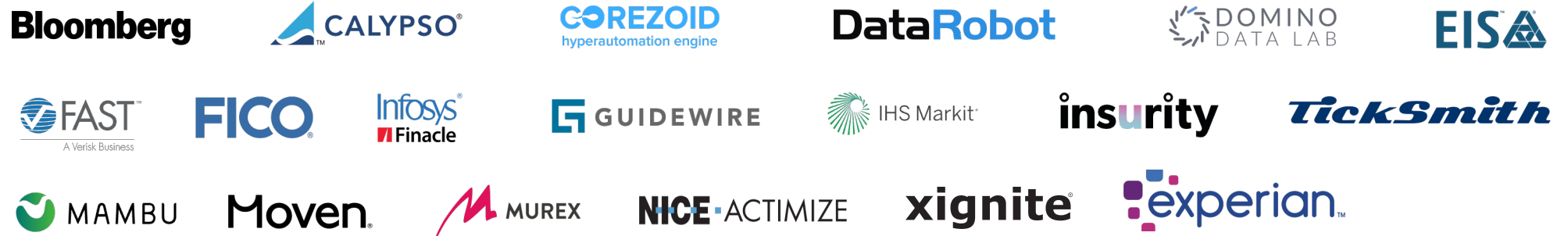
Financial institutions are transforming on AWS



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Extensive Partner Network for Customer Choice

AWS Partner Network technology providers



AWS Partner Network systems integrators & consultants



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Modernizing Core Systems



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“On AWS, we’re able to adopt pricing changes within 3 weeks, whereas before it took at least 6 months. ”

Simon Dalton

Senior Principal Application Architect, Discover Financial Services



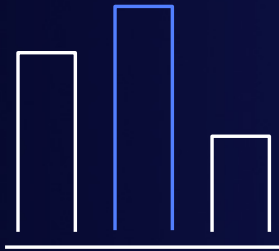
About Discover Financial Services

Discover Financial Services is a leading digital banking and payment services company. Founded in 1985 and headquartered north of Chicago, the company's mission is to help people spend smarter, manage debt better, and save more.



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Barriers to Change



The technology that got us here will not allow us to compete in the future

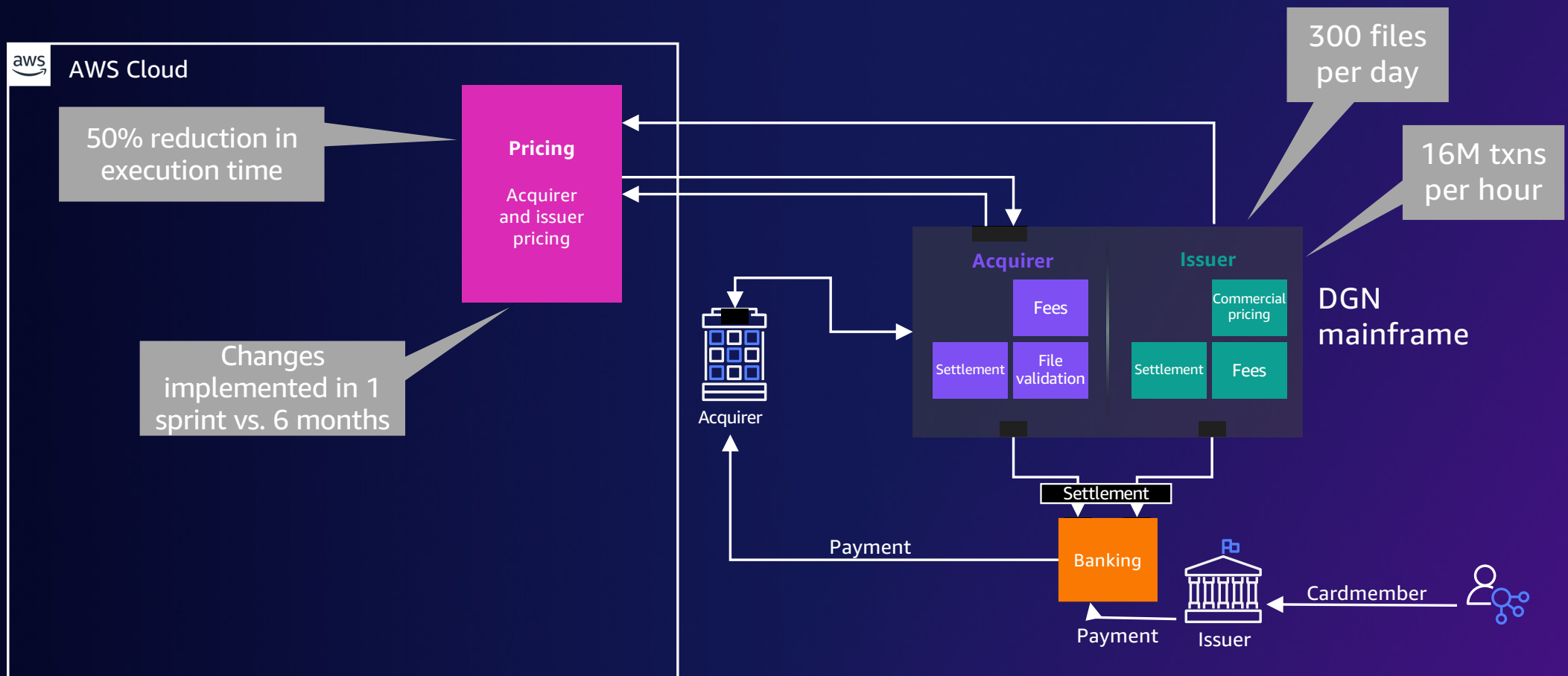


A global solution to compete on the world stage



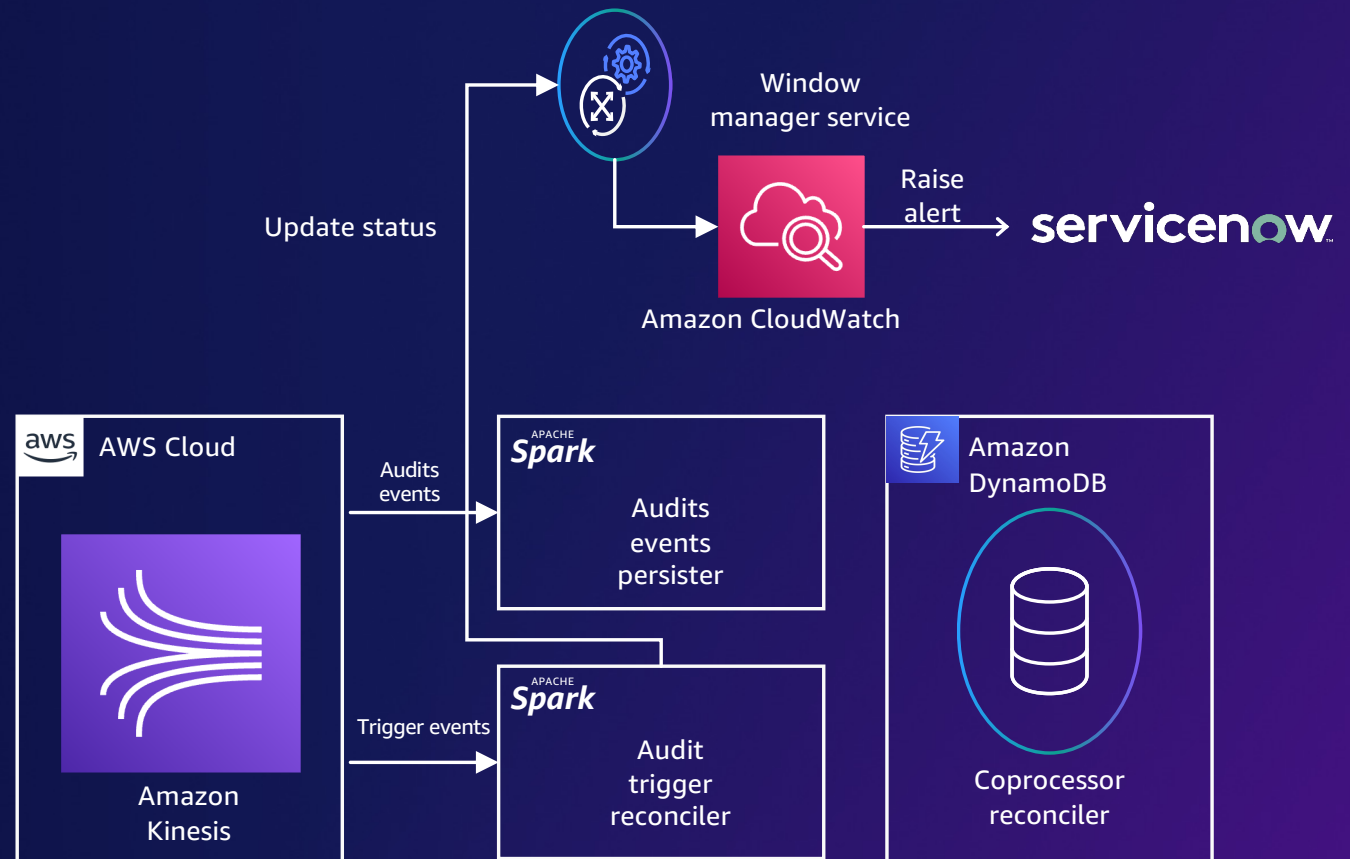
Eliminate client irritants and speed to market capabilities

Phased mainframe migration



Payment Processing in the Cloud

- Streaming audit architecture
- Audit every transaction through the service
- Reconcile the data frequently
- Immediate reconciliation feedback
- Flexibility to cope with sudden bursts
- Separate audit and application infrastructure



Benefits to date

- 66% increase in Transaction Processing Speed
- 93% cost savings over 5 years
- Process 1 day's worth of files in 90 minutes
- Pricing changes performed in 3 weeks
- Supports processing in 12 currencies



Rapidly Changing Expectations



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Adapting to Change is Critical



New forms of risk are constantly emerging



Data is revealing go-to-market and cost-saving opportunities



Consumers have higher expectations and more choices



Market volatility increases focus on operational resiliency

“Going serverless accelerated our engineering teams, the more we experimented with a serverless mind-set, the more we started to see a flywheel effect where we could deliver value into the hands of our business partners quickly. ”

Dave Anderson

Director of Technology, Liberty Mutual



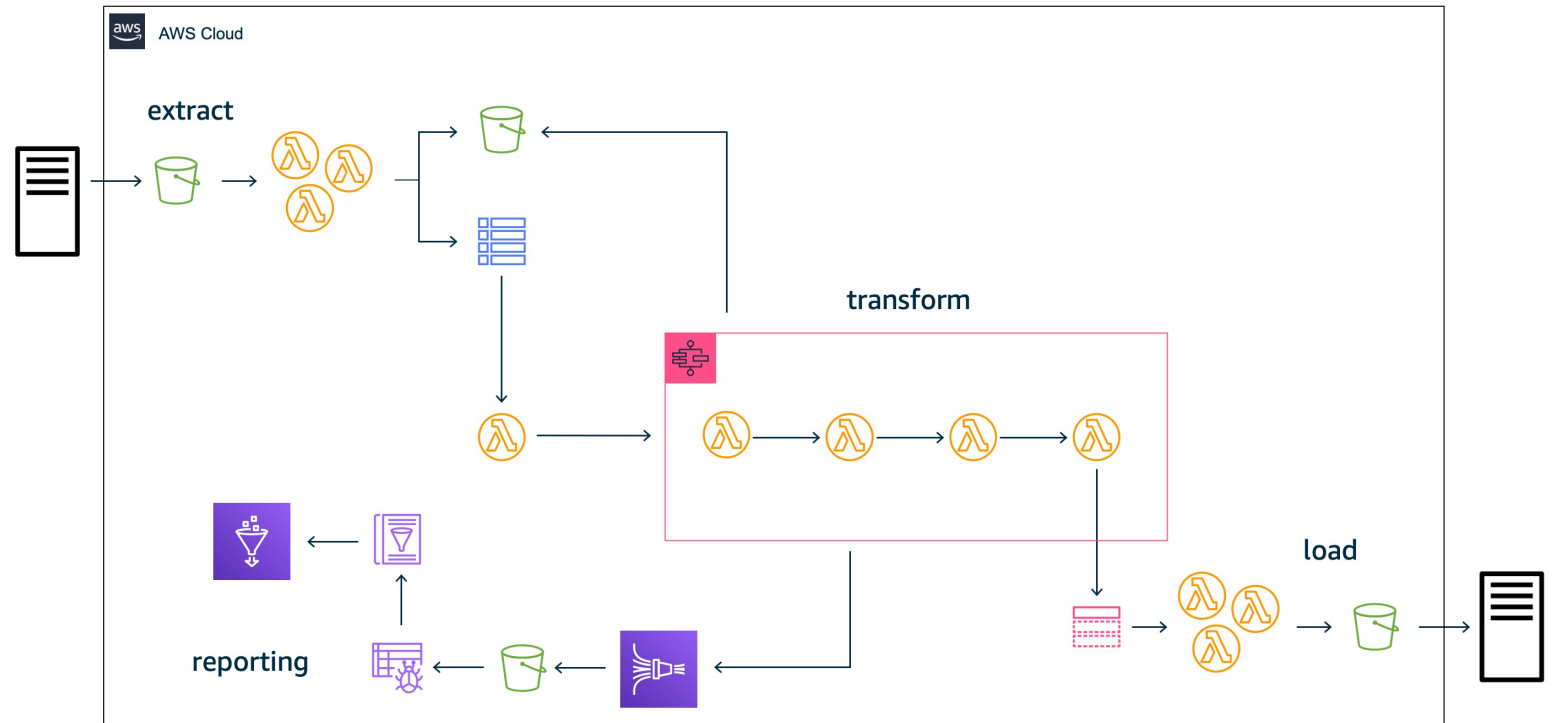
About Liberty Mutual

In business since 1912, Liberty Mutual is currently the sixth-largest global property and casualty insurer and is currently ranked 77th on the Fortune 100 list of largest corporations in the U.S. based on 2019 revenue. The company offers a wide range of insurance products and services, including personal automobile and homeowner's insurance.



Financial Central Services

- 100 million transactions
- Highly resilient
- \$60 per month



Standardized Patterns



AWS Cloud Developer Kit (CDK) Patterns

22 open-source serverless patterns (and counting)



Software
Accelerator

- Liberty Mutual tailored CDK Patterns
- 3500 serverless patterns deployed (Sept 2020)



Customer-centric Agility

- 100 million transactions processed for \$60
- Decreased build time to 3 months
- Reduced onboarding time for engineers
- Boosted system flexibility and resilience



Drive Business Growth with Machine Learning



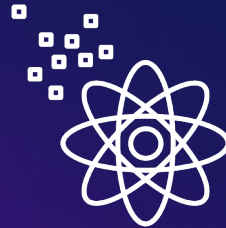
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Making Things Personal



Legacy system modernization

The COVID-19 pandemic and global regulatory pressures have accelerated financial institutions' digital transformation journeys and plans to modernize legacy systems



Leveraging data

Financial services companies want to gain deeper insights, optimize processes, and accelerate innovation with AI/ML



Customer experience

Financial institutions recognize the need to deliver seamless omnichannel experiences; consumer loyalty is often aimed toward the last, best experience and the cost of switching is low

Machine Learning is Driving Business Growth

AI/ML is becoming a key component for business transformation. With the abundance of data collected by companies, as well as the labor-intensive, manual, and—in some cases—paper-based processes still used by many financial institutions, it is an industry ripe for product enhancement and disruption via AI/ML.



“ Building a minimum viable product in 6 weeks proved that we could deliver value to our clients much more quickly than we had previously thought possible ”

Joseph Salerno

Vice President and Global Head of Debtdomain, HIS Markit



IHS Markit®

About HIS Markit

IHS Markit provides critical information, analytics, and solutions to major industries and markets that drive economies worldwide, including financial services.



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Accelerating Innovation

- Working backwards from business objectives
- Changing the interface to support loan sales
- Workflow enhancement through sentiment analysis
- Delivered initial capability in 6 weeks

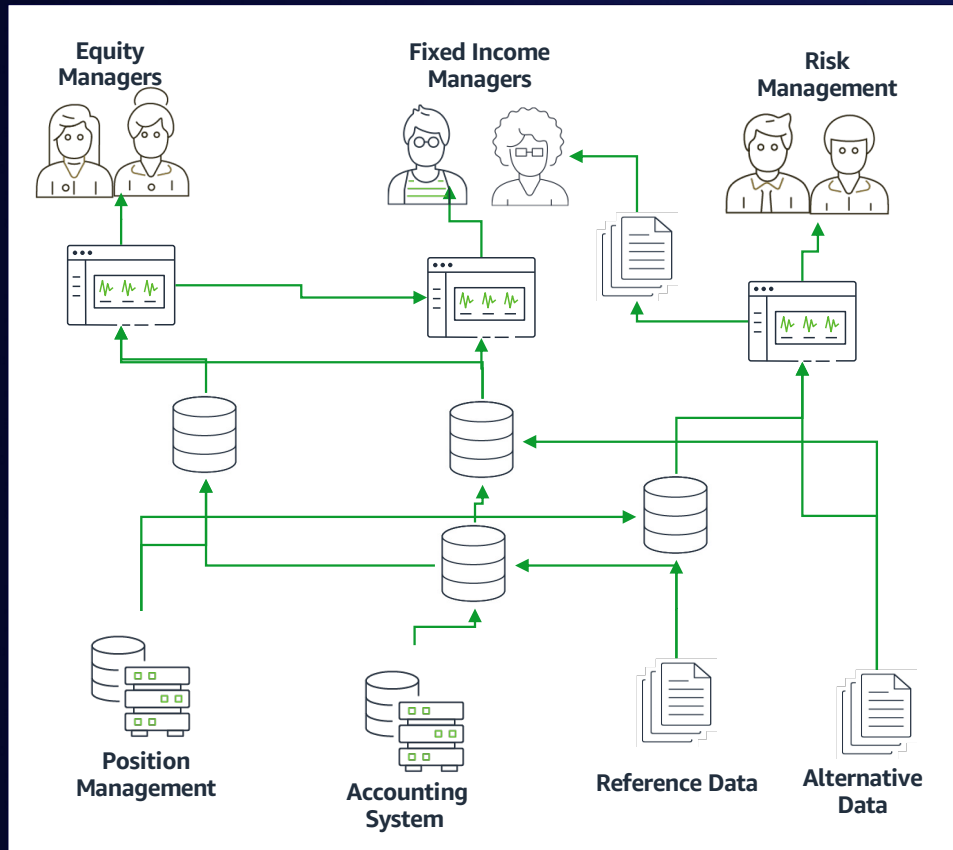


Amazon FinSpace



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Reduce Data Preparation Time



Extensive custom development



Longer time to market

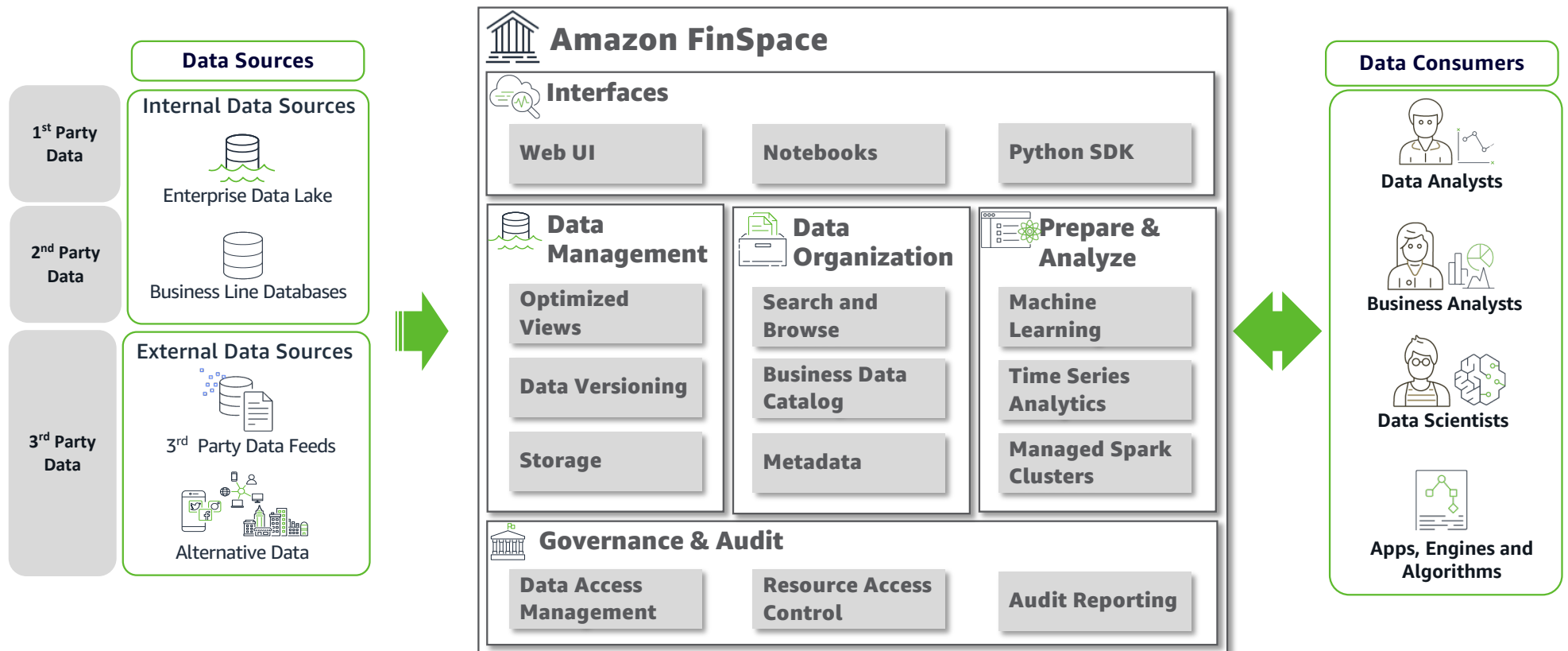


Higher cost



Higher operational complexity

Harness Financial Data



Accelerate Time to Insight



Improve productivity of your research and analytics team

Accelerate new teams on-boarding and faster experimentation



Derive more value from your data

Increase data availability and democratize data access



Get started immediately while saving cost

Deploy in minutes and save 50% over custom built solutions



Offload undifferentiated heavy lifting

Zero infrastructure to manage and maintain



Resilience in the Cloud



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AWS Regions and Availability Zones

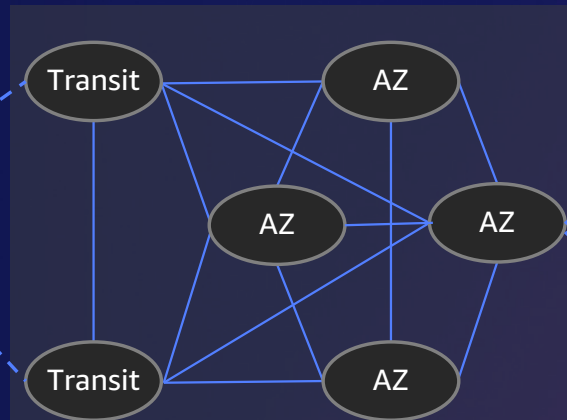
AWS REGIONS ARE PHYSICAL LOCATIONS AROUND THE WORLD WHERE WE CLUSTER DATA CENTRES

26 AWS Regions World-Wide



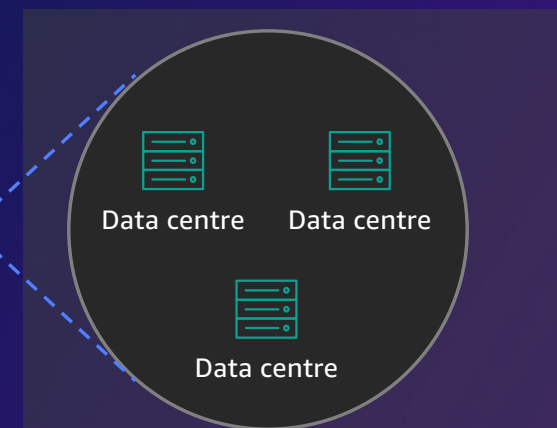
- AWS Regions
- Announced Regions

Each AWS Region has multiple AZs



A Region is a physical location in the world

Each AZ is one or more discrete Data Centres

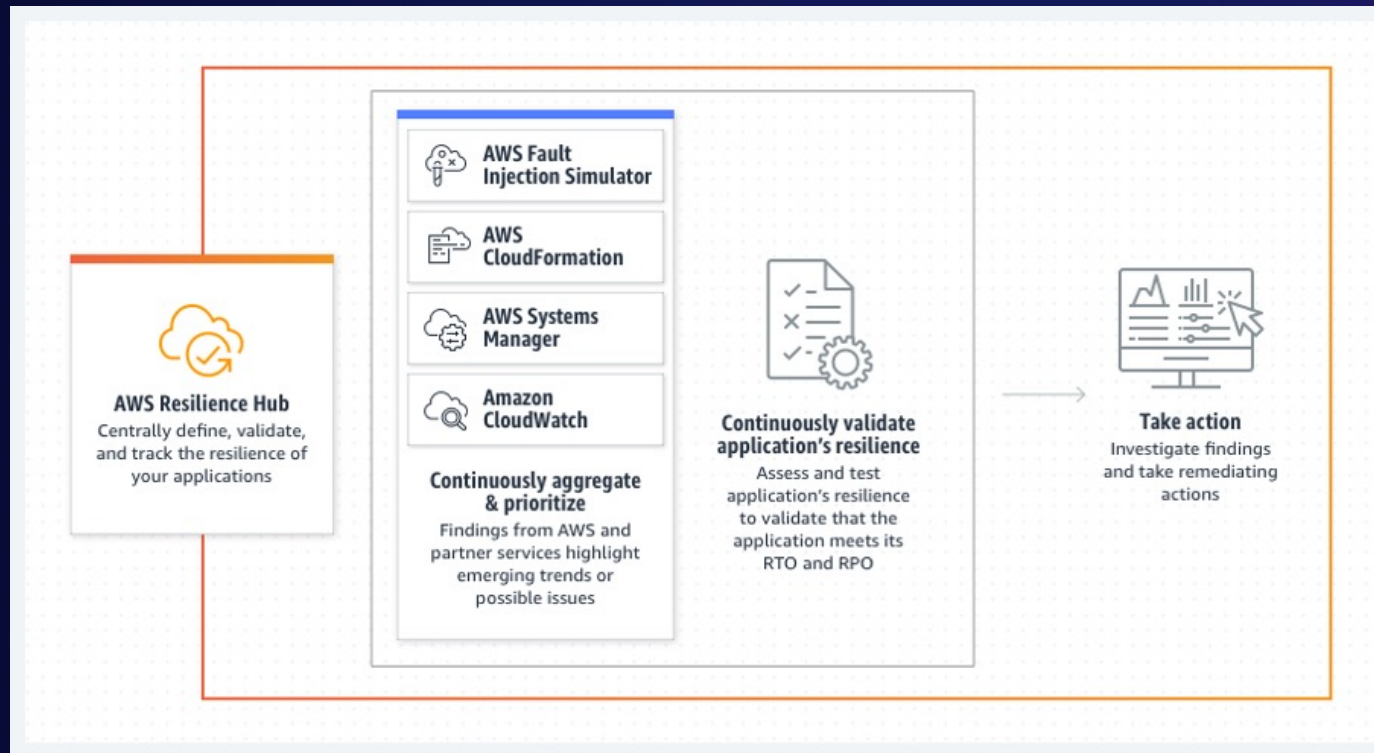


Data centres, each with redundant power, networking, and connectivity, housed in separate facilities.



AWS Resilience Hub

AWS Resilience Hub provides a central place to define, validate, and track the resilience of your applications on AWS.





Experian plc Decisioning Software as a Service

Neil Stephenson
VP SaaS Client Engagement
Global Decisioning Software





Experian enables better lives for consumers and businesses by powering holistic customer experiences that give brighter tomorrows

Helping consumers

"I have better access to financial opportunity"

"I can protect my identity"

"My digital experience is simple and relevant"

"I am treated fairly"

"I understand and can improve my financial position"

"I am treated as an individual"

"I know the data about me is correct"

Empowering our clients

"We can continuously evolve the interactions with our customers"

"We understand markets and how to grow them"

"We can prevent fraudulent activity"

"We can easily comply with regulations"

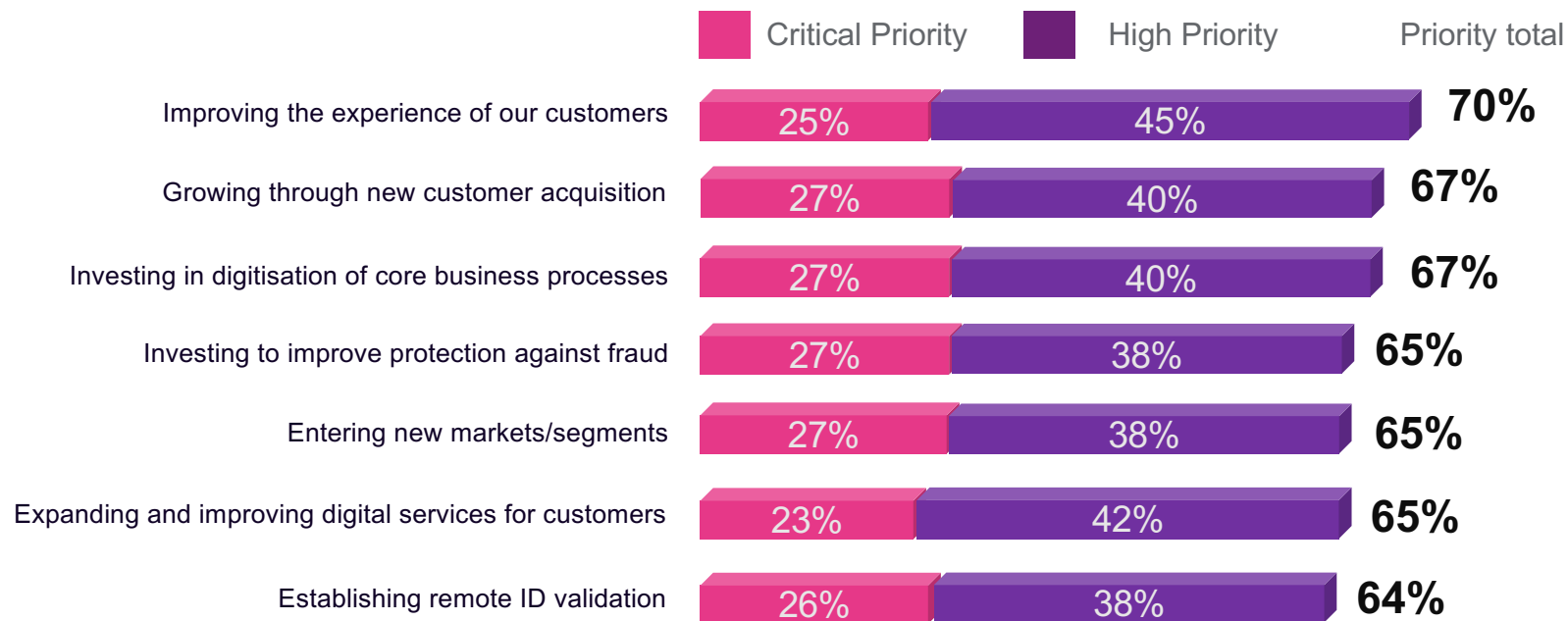
"We are able to manage credit risk"

"We understand which customers are the right ones to have"



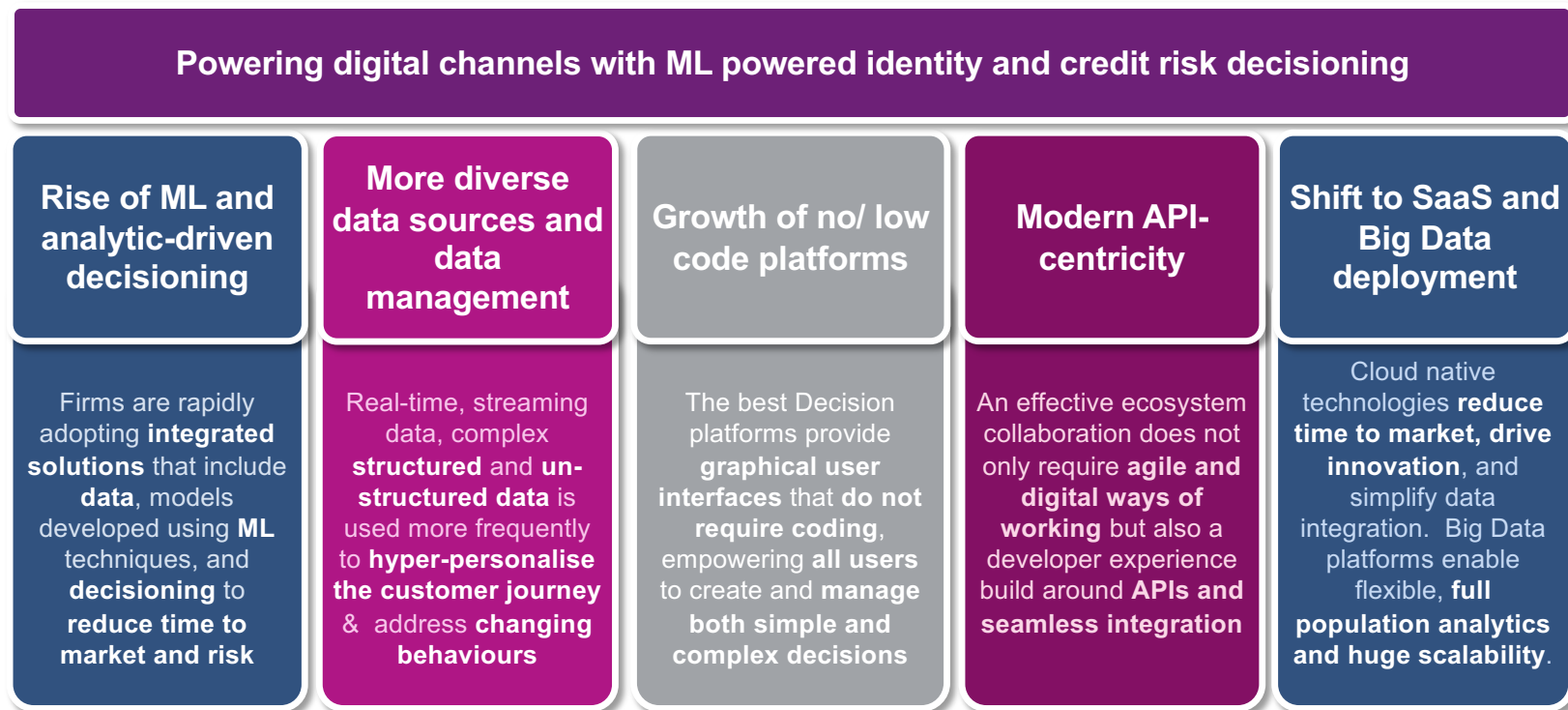
Top priorities for the financial services sector include improving customer experience, new customer growth, and digitising core services

Top business priorities over the next 12 months



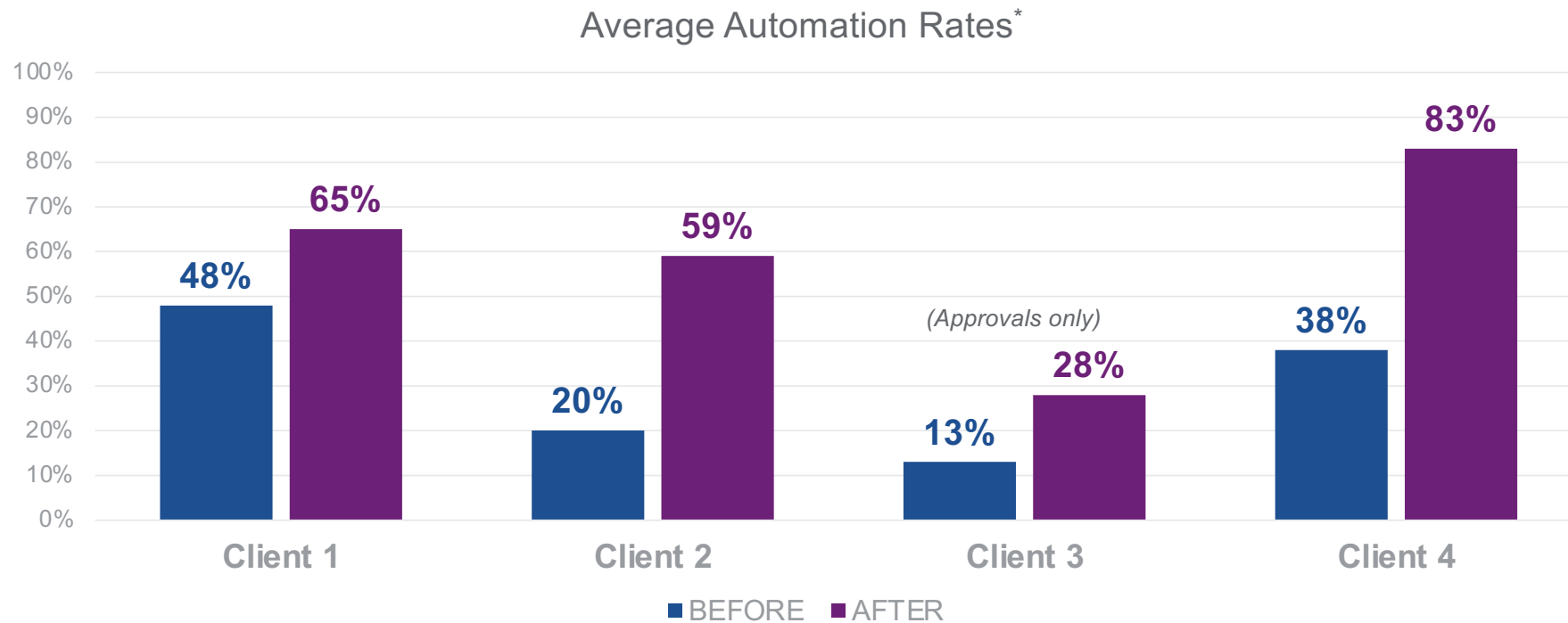


Experian are working with our clients and partners to focus on...





We have helped hundreds of clients improve their automation rates increasing their profitability



* Average decline and approval automation for underwriting Credit Card, Auto and Unsecured Personal Loans in the USA. Figures are actual average automation rates from four clients who selected a **custom strategy** solution.



Our global SaaS deployment platform supports a range of cloud-based solutions

Flexible Decisioning Solutions

Live	 "Essentials" Multi Tenant Pre-Configured	Live	 "Advanced" Single Tenant Configurable	WIP	 "Pro" Architect				
 Financial	 Telco	 Auto	 Utilities	 Insurance	 Healthcare	 Other			
Live	 Light-weight Decisioning	Live	 Originations	Live	 CrossCore ID & Fraud	WIP	 Collections Decisioning	WIP	 Customer Management

Pre-configured, configurable & self-service solutions

Perfect for any vertical not just traditional targets

Market leading lifecycle solutions

Foundational Cloud Capabilities

PowerCurve					
Strategies & Decisions	Business Intelligence	Data Mngt & Integration	Workflow	Analytics Deployment	Case Management
Experian One					
Configuration Services		Security	Auto Scaling	Promotion Services	

Create test and run strategies with integrated decisioning

Innovative, agile and scalable platform

Our SaaS platform sits on an AWS Cloud architecture

Closing Remarks



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Helping Modernize Financial Services

- Modernize heritage systems
- Accelerate time to delivery
- Innovation through machine learning
- New ways of reaching customers



Learn in-demand AWS Cloud skills



AWS Skill Builder

Access **500+ free** digital courses and Learning Plans

Explore resources with a variety of skill levels and **16+** languages to meet your learning needs

Deepen your skills with digital learning on demand



Train now



AWS Certifications

Earn an industry-recognized credential

Receive Foundational, Associate, Professional, and Specialty certifications

Join the **AWS Certified community** and get exclusive benefits



Access **new** exam guides



Thank you!

Jason Barto

Principal Solutions Architect
AWS Financial Services
Jasbarto @ amazon.com

Neil Stephenson

VP SaaS Client Engagement
Global Decisioning Software
Experian
Neil.Stephenson @ uk.experian.com



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