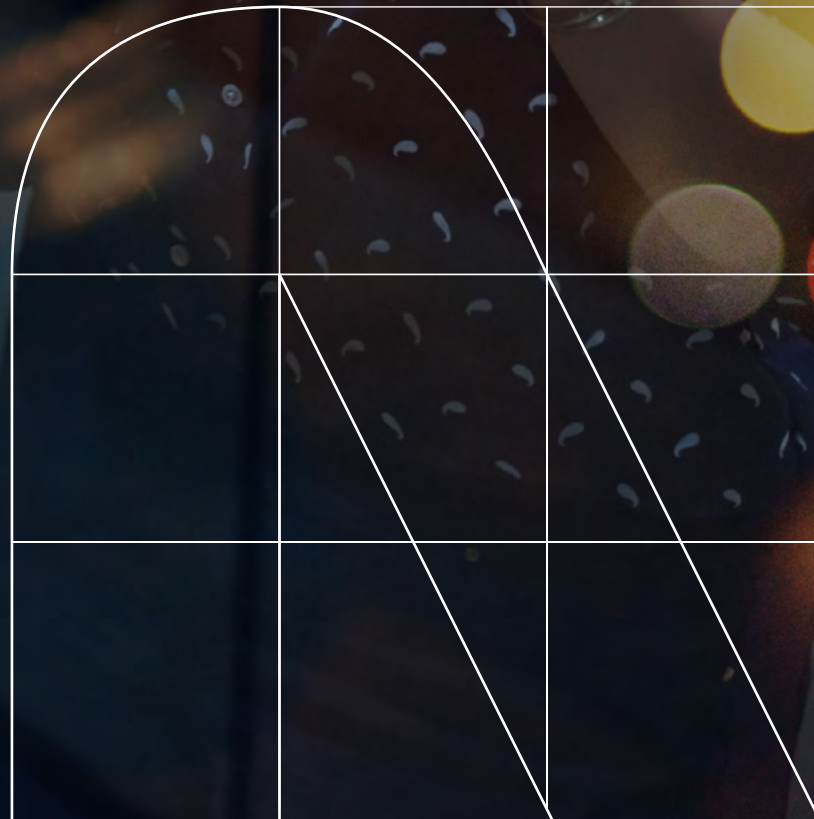


NTT for Banking

# Securing and transforming banking for the future.

How we can help you protect, connect, evolve and outperform through our end-to-end ecosystem and expertise.



# Introduction



Today's banks need the capabilities to better harness data, drive intelligent decision-making, and offer outstanding customer experiences – all while complying with increasingly stringent regulations. What's more, your industry is dealing with continual disruption, necessitating a move away from purely transactional applications to enhanced CX and digital capabilities in line with your fintech competitors.

Increasingly, banks are evaluating their vertically integrated business models, with many weighing up whether to self-build or buy platform-based models. In fact, the need for better digital products is driving collaborations with fintech competitors.

A more recent but significant challenge facing banks is that many are now competing while also partnering with big tech companies in the race for diversification. This has fostered a defensive industry stance, with many opting to invest in technologies and businesses that threaten to disrupt them.

# Delaying technology to achieve embedded finance

This requisite to transform is not only driven by competitive threats but also wider cultural and environmental change. You need to cater for new ways of working for the latest workforce generation, equipping them to deliver more, with better employee experiences. You need to ensure you have the latest cybersecurity protection across an increasing number of threat surfaces.

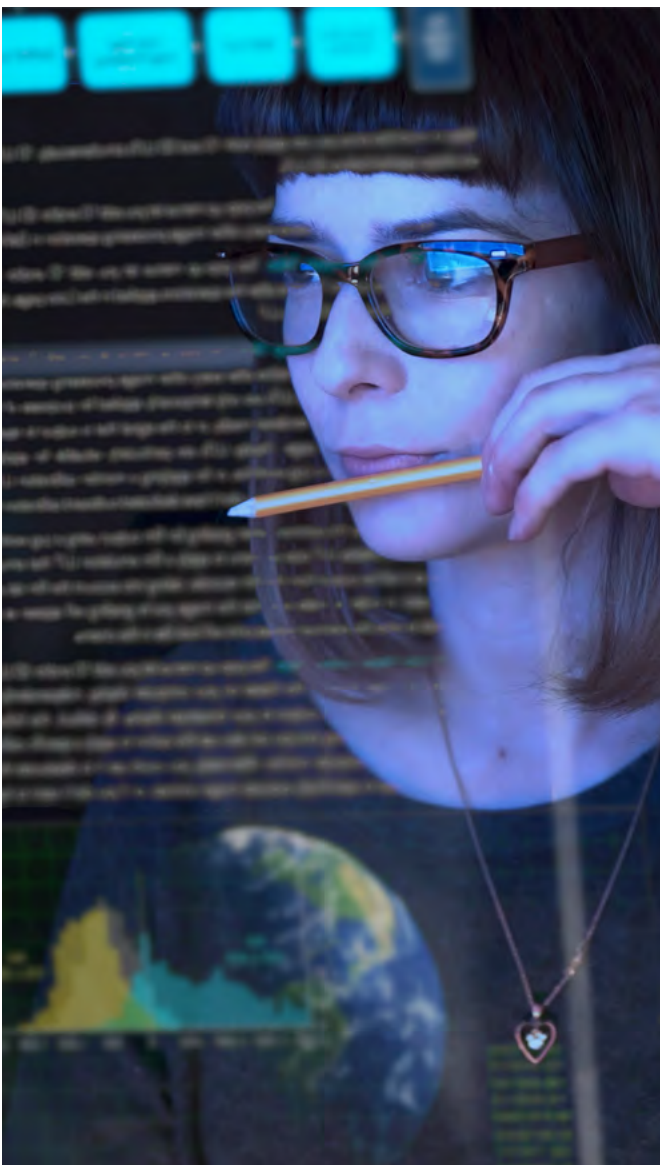
Moreover, you can't risk underestimating the importance of sustainability. Demonstrable commitments with a positive impact on the world are increasingly important to employees, customers, investors and regulators, and are therefore desperately needed across your entire organization.

With a need to simultaneously evolve your business and reshape your technology capabilities to be inherently digital to meet customer and market demands, you need a partner to help you transform. Not only efficiently, securely and continually, but also co-innovatively to develop advanced services – such as taking AI into a scalable delivery model – that provides economic, environmental and societal value.



# A true enabling partner for agile, continual transformation to make banks more connected, innovative and resilient

**As a partner for assured and continual transformation, we combine change and innovation, enabling you to move from locked-down IT to open, flexible and secured platforms.**



We combine our system integration capabilities, industry expertise, digital consulting, application development and managed service capabilities with edge-to-cloud service operation capabilities. This includes our strength in every area of network, infrastructure, data architecture and technology innovation – and a wealth of expertise that we can call on when needed. We build out from our traditional core of network, security, and infrastructure, bringing together data, analytics, cloud migration and transformation – augmented by comprehensive managed services and driven across a secure global digital fabric.

From this highly adaptive base, we can respond to increasingly complex and diverse needs on a global level. We can build and evolve cohesive applications for innovation, development and industrialization, as well as microservices and related technology capabilities. We enable banks with the digital tools, skills and processes to create new business solutions.

This combination of platform-derived infrastructure, network, data, applications, managed services and business solutions – layered with compliance and regulatory experience – means that, whatever the new capabilities organizations want to develop, business leaders can work with us as a unified partner to bring them to reality.

# End-to-end IT and transformation services from a trusted global innovator

Through our technology, expertise, global networks, and integrated and co-managed services, we'll enable you to **drive continual and assured rapid application, cloud, data and infrastructure transformation; and optimize** your best practices.

This includes helping:



## Relaunch business objectives, innovation and new ways of thinking

By creating strategic agility and the capabilities to succeed as one, we offer future-proof strategy development, powered by adaptive technology. This means high-value individuals are free to focus on driving top-line revenue, while also helping your business become more sustainable.



## Drive more cohesive operations and delivery

Ensuring banks are supported to be data-driven, and maintain control and high performance through data science-powered decision-making. And while operational efficiency from consolidated technology and workflows can open new, more dynamic ways of working, we're also committed to helping you sustain secure, compliant and resilient operations.

We've already helped [AU Bank](#) increase its scalability, agility and resilience:

“ Given our vision of simplifying banking, we needed a partner with world-class skills in the data center and IT services space. It didn't take long for us to realize NTT was the perfect partner for us to achieve this vision.

**Arvind Nayak**, Senior VP, Information Technology,  
AU Small Finance Bank



**Improve tech capabilities with open, flexible, and adaptive platforms**

This gives you the opportunity to unify and simplify your technology environments, integrate your data, improve accessibility and gain high performance — improving cost-effectiveness, processes, growth and ESG strategies.



**Enhance cost optimization at every point**

With simplified, consolidated technologies offering greater efficiency and smoother operations, we can deliver end-to-end cost transparency that helps drive improved TCO.

With us, [Fraedom](#) has standardized its infrastructure, and reduced complexity and overheads:

“NTT has a big commitment to R&D, and there’s innovation going on in some of its business units that we may be pleased to take advantage of in the future. That’s another indicator that what we have is a real partnership, not just a customer-supplier relationship.”

**Gareth Jones**, Chief Information Officer, Fraedom

# Why NTT is the right partner to deliver an ever-evolving and adaptive technology platform to continually transform banking capabilities

**Our delivery is backed by our experience working across complex compliance landscapes within banking. We serve 65% of the Fortune Global 500 and 80% of the Fortune Global 100 as an industry leader in networks, data centers, cloud, security and managed services.**

And we can leverage our partnership with the rest of the NTT family in more than 200 countries and regions to add security, compliance and regulatory expertise as part of our delivery package.

**And that's not all. We stand apart from the competition because:**



## **We have deep, existing relationships with the world's leading banks.**

Our significant experience working with major banks worldwide helps drive what we do and keeps our banking expertise relevant and refreshed.



## **We have leading risk management skills.**

We're better placed than most to help banks manage complex governance, risk and compliance issues across their infrastructure, data, applications, processes, global practices and service integrity.



## **We offer flexible contracts that recognize the ability to change.**

We understand your needs – including your supply chains, customer engagement, product roadmaps and delivery – are all highly dynamic and rely on adaptable solutions. It's why our contracts are fluid and can evolve with business requirements, while still adhering to the same master agreements.



## **Our resilient network and data centers allow banks to be more operationally robust.**

We're extremely resilient, meaning we're the secure partner for product delivery, data management and business processes. What's more, we own our network and have one of the world's largest data center footprints; that is why we can guarantee the highest service integrity.



**We're recognized for our high performance.**

We've been named a Leader in the Gartner Magic Quadrant for Network Services, Global\* and we're ranked highest in three out of five Use Cases in the Gartner Critical Capabilities for Network Services, Global.\*\* This means you can easily demonstrate you're sourcing the best possible technology and infrastructure.



**Our agile, adaptive, and proven portfolio creates unique solutions.**

While our solutions are tested, standardized, and recognized they can be combined in unique ways to meet evolving business needs and use cases.



**A collaborative approach and powerful ecosystem solve complex requirements.**

As a partner to banks, our specialist data and security teams – including collaborations with every major hyperscaler and integrator — mean we can work as one unit to deliver the right outcomes for you.



**We value sustainability — and practice what we preach.**

We'll help you introduce more sustainable practices to your business to attract new talent and new customers. And this is something we do for our own business to ensure the coexistence of nature and humanity, improve prosperity for all people and cultures and maximize well-being for all.

\*Gartner® Magic Quadrant™ for Network Services, Global, And 21st and 22nd February 2022

Analysts: Neil Rickard, Bjarne Munch, Danellie Young, Karen Brown

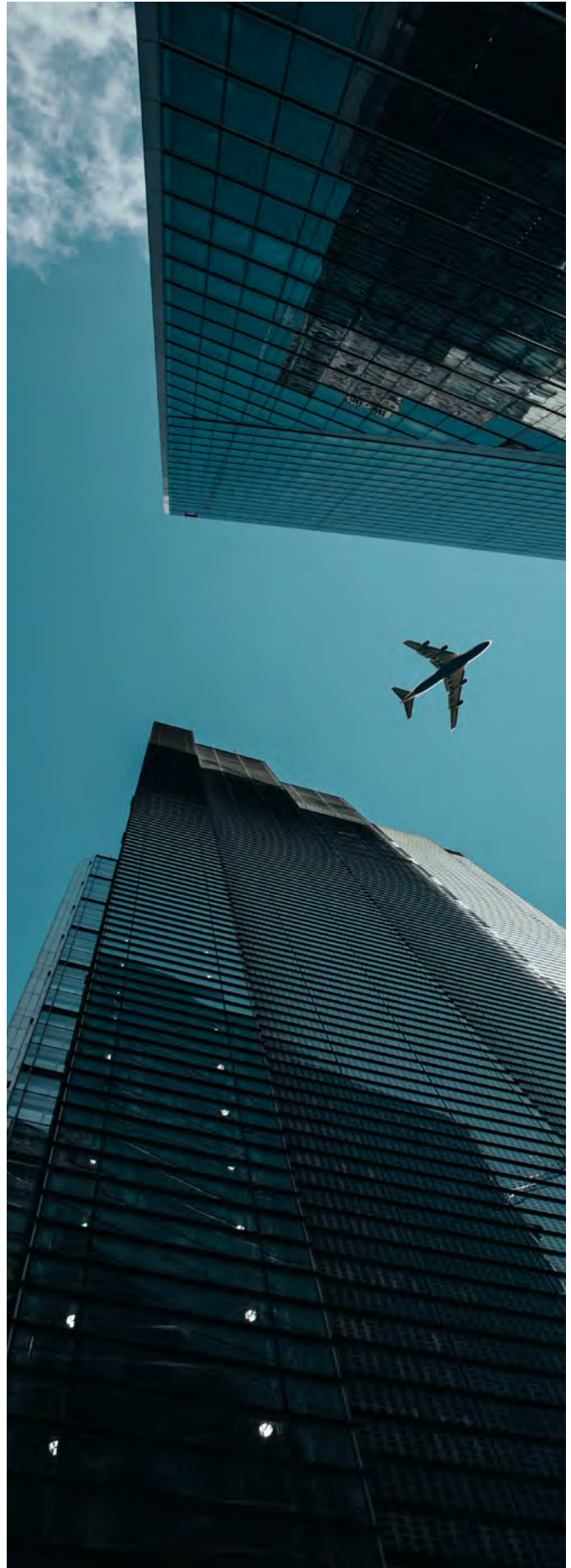
\*\*Gartner® Critical Capabilities for Network Services, Global, 22nd February 2022

Analysts: Danellie Young, Bjarne Munch, Lisa Pierce

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# Enabling digital business acceleration, everywhere

**You must become more purposeful, more intent-driven and more intelligent. You need to target appropriate and relevant products to your customers, while also making new revenue streams and business models more ethically minded.**

The key is to recontextualize, while making the best use of your established position of trust to differentiate from digital-first rivals and become deeply embedded into more areas of your customers' and clients' lives. This means becoming data-driven across decisions and actions, and across every function – from marketing and product design to personalized financial planning.

We are the platform and partner that can support every level of transformation – across digital consulting, application development, systems integration, managed services and edge-to-cloud service operation capabilities. Together, we can reimagine and reshape your organization for current fitness and future readiness. To become more agile, adaptable, resilient, connected and innovative.

“ Together, we can secure and transform the future of banking.



