



# GETTING A RETURN ON CLOUD INVESTMENT

## VIDEO TRANSCRIPT

**Nicole Lanza:** Hi, I'm Nicole.

**Keri Smith:** Hi, I'm Keri.

**Nicole:** Let's talk about how banks can get a strong return on their cloud investment through transformation. What we typically see is that the business results from moving data to the cloud are really strong. Tremendous savings, often we see as much as a 40% reduction, 20% is about average, and we also see significant savings through burst compute use cases. It's really where you can take advantage of elastic scaling in the cloud. The third I'd say is in core banking, moving your core workloads to the cloud. The cost of running on the mainframe is typically very high and the ability to get, you know, get off of that mainframe and move into an environment that is more elastic is often very cost-effective. Particularly when you get out of all the software licensed constraints that you typically find, Keri, what do you think?

**Keri:** I'd love to add the one about workforce productivity. You talked about, you know, workloads moving to the cloud. So one of the things that we're seeing there is, you know, as a lot of organizations are embracing, right, being a data-driven culture. And then when we look at the practical application of that, you know, sometimes there is not some of the enabling tools, right, for the employees, et cetera. So with, with this movement to the cloud, et cetera, what it opens up is some self-service reporting, right? Easier access to some of the signals that I need, or even just basic reporting and visualization and

being able have some of the KPIs that I want to monitor. And then also be able to update that as I get new information and just the ease of doing that. And, and I would say even broader than that now, as we start to think about experimentation, collaboration across business lines, right? How is it that we actually do governed and safe data sharing? So these are some additional benefit there. And I would say it's very energizing to see that as well, right. When people saw what was possible before, what is now possible, kind of night and day, right? And it, it, it really energizes, I would say the environment at the banks.

**Nicole:** So we talked about the need to bring talent in, to drive cloud adoption. We talked about the possible return on investments. We talked a little bit about barriers to adoption. I think what we probably to want to close with is, is thinking about what's really next in cloud for banking and what we really believe firmly and are seeing already this year is that, is that next year will be all about moving core workloads to cloud. And if you're not already looking at this that you're behind and it's time to get on that and really look closely at, at how you can run your core banking in a new and fresh way.

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