

# Case Study: Banking & Finance

Network modernization & optimization:  
Resulting in cost savings of 38%



## The company



A global bank providing financial solutions for businesses around the world. The bank has its headquarters in the Netherlands, 5,000 employees, 50 branches in 26 countries in Europe, the Americas and APAC.

## CFO Challenges

- **Financial strategy** must be adjusted repeatedly due to the current uncertain political environment.
- The war in Ukraine and the wave of **sanctions** result in a **weakening of profits**.
- Increase in **cyber-attacks**, data protection concerns and compliance with new regulations.
- **Shortage of skilled professionals** and talents affects salaries and business success. **Offshore teams** help but need secure **remote access**.
- Demand for **investments** in more robust, secure and flexible systems.
- **Pace of innovation** is key for business success. Digital and cloud-native banks are strong competition.
- To **securely scale** and **enhance digital initiatives**, cloud and infrastructure strategies need to be optimized.
- **Cost and security optimization** require modernization and replacement of existing solutions, as well as digitalization.

## Problems

- The lack of a **large talent** pool significantly **slows down the speed** to innovate, modernize and secure their offerings, infrastructure and banking app features. Automation technologies are being deployed, but the company is still struggling to overcome the skill obstacle.
- Legacy technology and a patchwork of solutions limit the company's ability to **innovate** and **improve efficiency**. New digital solutions are needed to **scale securely and respond quickly** to market changes and to customer needs.
- Also, **remote and hybrid work** styles are not optimally supported in a secure and efficient manner.
- Increasing risk of customer **data breaches** and **reputational damage**, due to the rise in cyber-attacks.
- The cost of the **current network** is very high, amounting to 6.4 million euros for 36 months for all branches worldwide.

## Solution:

### Network Modernization based on SD-WAN

- Modernization of the global network based on software-defined wide area network (SD-WAN) technology including cyber-security solution, resulting in **lower overall cost, flexibility of operational costs**.
- The solution significantly improves network **security and performance** across countries, international offices and remote workers.

## Benefits

- **Cost savings of 38%** (2.4 million euros lower costs for 36 months).
- **Increase in bandwidth by 33%**, resulting in higher speed, better user experience and higher productivity to **support dynamic business** and **real-time data transmission**, as well as remote and hybrid working.
- Security solution ensures **protection of sensitive customer data**, which is highly important for the bank's reputation.
- **Increased flexibility:** branch offices can be added or removed easily to accommodate changing international markets and local customer demands.



Interested in a cost saving indication for your company?

Go to [business.telekom.com](https://business.telekom.com)

## Contact

Deutsche Telekom Global Business

Email: [business@telekom.com](mailto:business@telekom.com)

