

Accelerate Your Journey to the Cloud

VMware Delivers a Smarter Way to Cloud
for Financial Services

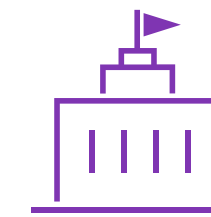
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vmware®

Smarter way to cloud

As financial services institutions navigate continued market volatility and economic uncertainty, retail banks are looking to optimize and boost technology investments that deliver exceptional experiences and increase efficiencies while reducing risk. According to Forrester, there are two ways institutions can lead out of a recession: innovate or rampantly cut costs.¹

VMware is stepping up to help financial organizations achieve their business goals—from controlling costs to aligning innovation around automation, and growing revenue by delivering modern applications to market faster. With VMware Cross-Cloud™ services as well as VMware Aria™, a cloud management platform that unifies the multi-cloud environment, and VMware Tanzu™, a rich portfolio of cloud-ready solutions to speed modern app development and delivery, financial Institutions accelerate their cloud journeys.



IT leaders report that the adoption of cloud computing, both private and public cloud, is rapidly outpacing other technologies. **The average number of clouds that an organization relies on increased 69% over the last two years,** according to the recent Multi-Cloud Maturity Index Research Report.²

1. Forrester, “Predictions 2023; Banking” Oct. 2022

2. Vanson Bourne. “The Multi-Cloud Maturity Index Research Report,” October 2022

The future of retail banking starts now

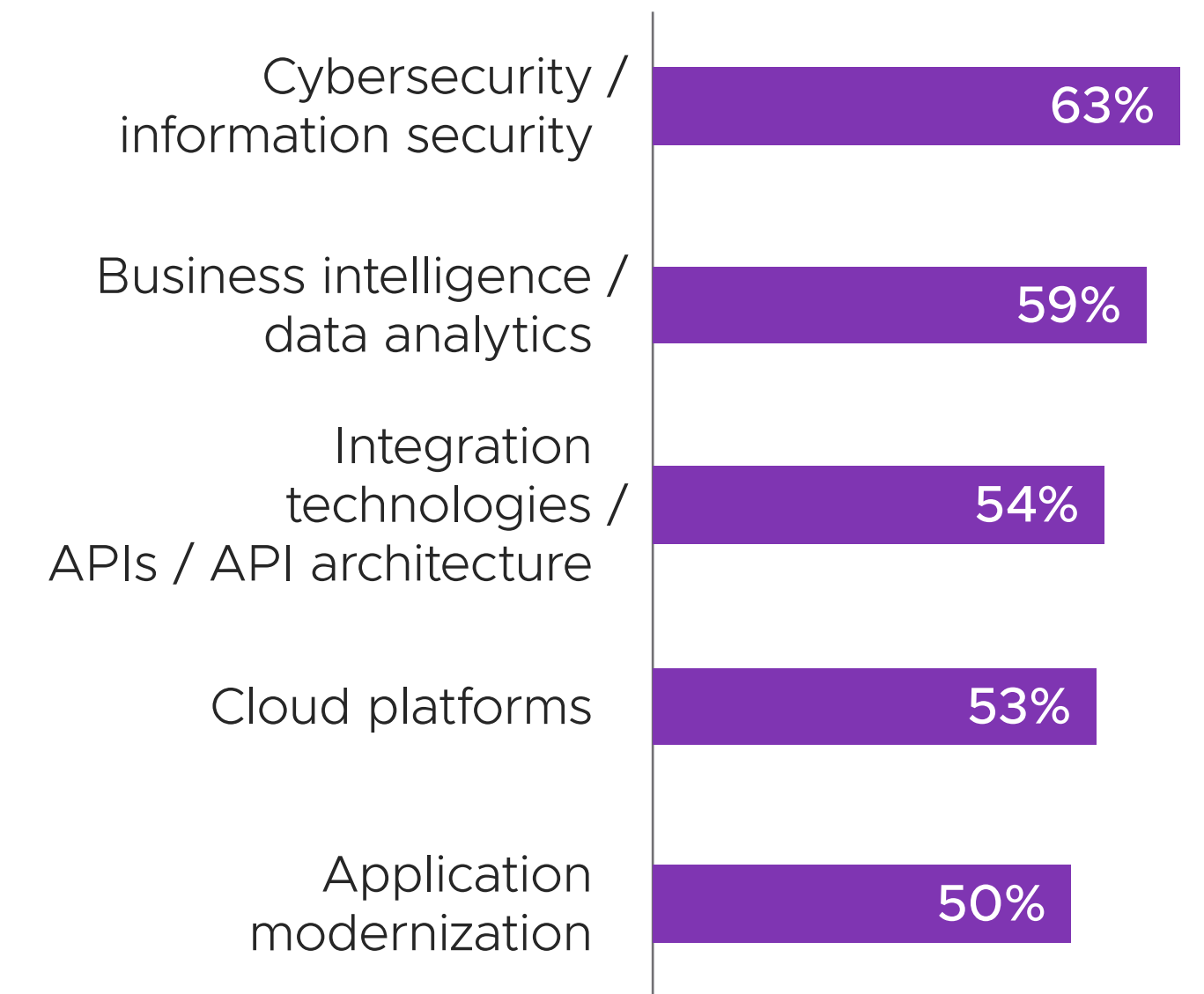
According to the Gartner IT Spending Forecast, this year, top financial services business priorities are growth, digital transformation, and delivering great consumer and employee experience.³

And CIOs are tasked with understanding not only these business objectives, but also the technologies needed to guide their organizations to success.

“The CIOs of today are the ones who are painting the business picture of the future,” says Sumit Dhawan, president of VMware. “That’s how powerful the technologies have become. And that’s today, not just in the future. They’re actually shaping the future today.”

To build applications that create exceptional experiences requires banks to close developer talent and productivity gaps as well as eliminate app delivery obstacles. This means enabling modern app architectures and embracing native cloud Kubernetes services, APIs, and an expansive

Banking Executive Tech Investment Priorities⁴



3. Gartner, “IT Key Metrics Data 2023: Industry Measures – Banking and Financial Services Analysis,” Dec. 2022

4. Gartner, “Top Priorities, Technologies and Challenges in Banking and Investment Services in 2023,” 2023 Gartner CIO and Technology Executive Survey

open-source ecosystem to give developers choice, flexibility, and fundamentally improved operations to deliver better apps, faster.

An app and infrastructure platform that works across clouds empowers CIOs and their teams to drive top-line growth as they build, run, and manage cloud-native apps at scale. It also increases app development and delivery reliability and efficiency while cutting costs and time to market. With greater agility, financial services organizations can better operate at the speed and scale of digital business.

Five factors influencing financial services technology investment

1. Cloud adoption rises to boost innovation

A key to evolving and accelerating banking transformation is cloud. A full 79% of banks use multiple clouds today. Moreover, 53% of banking tech executives plan to increase investments in cloud while reducing IT spending in their own data centers.⁵ Yet cloud complexity is rising, and organizations need a better approach to maximize multi-cloud advantages.

2. IT platforms modernize and accelerate

Modernization of financial services IT platforms continues apace with Kubernetes and core banking systems (CBS) being deployed in the cloud. Although most banks with CBS installations still operate a private cloud today, public cloud interest and adoption is rising. A full 96% of respondents currently use, plan to use, or will consider the use of third-party applications that support the monitoring, management, and financial control of multi-cloud environments,⁶ according to a recent Forbes Financial Services CIO survey. What's needed is simpler multi-cloud management.

3. Customer experience becomes a top priority

Financial institutions continue to shift their focus online, largely because 80% of customers now prefer to manage finances digitally.⁷ To meet client and employee expectations, banks need to move faster to modern app architectures and capabilities, including native cloud Kubernetes services, APIs, and open-source integrations, that improve app development and delivery time to market. A modern app dev platform can accelerate these actions.

5. *Gartner - n = 190 Banking respondents currently using public cloud, hybrid cloud or multicloud infrastructure (IaaS),. The Future of Cloud in Banking: Vision For 2027

6. VMware, "Forbes Financial Services CIO of 2025 report", July 2022

7. **Digital Banking As the New Normal in 2021. Forbes, Chase consumer survey.

4. Competition fuels new approaches

By the end of 2023, roughly 10% of current fintech companies will either be acquired by a bank or have them take an equity stake of at least 50%. Workforce and customer expectations are changing at the same time competition is growing. That puts the impetus on financial services leaders to further customize employee and client engagement, create digital-first brands, and increase process automation. The right multi-cloud strategy and solutions support all of these goals and more.

5. Cybersecurity remains challenging

Ransomware payments today top \$600 million, with the total damages attributed to ransomware hitting \$20 billion in lost productivity, downtime, brand damage, and additional ongoing costs.⁹ Financial services continues to be a top attack target,¹⁰ according to Barracuda research. As pressure rises to satisfy digital demands, institutions will need to reimagine cyber security infrastructure.

8. Forrester, "Predictions 2023: Banking" October 2022

9. Carbon Black — <https://carbonblack.vmware.com/resource/ransomware-protection-vmware-security-industry-guide?path=/maturing-your-security-ransomware-protection#ransomware--how-did-we-get-here>

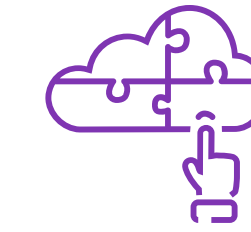
10. The Fintech Times — <https://thefintechtimes.com/financial-services-continues-to-be-prime-target-for-ransomeware-attacks-barracuda-research-reveals/>

Protect your (banking) assets with VMware

Banks have long been entrusted to protect organizations' and consumers' money and data. To remain leading stewards of global commerce requires the way in which the world transacts with financial institutions to continually evolve. It's VMware's focus to deliver solutions that enable financial institutions to protect assets in the digital age while also securely aligning with business goals to achieve the scale, flexibility and innovation required of today's financial services organization.

Empower your financial services organization to accelerate to digital-first banking with VMware:

- Unlock digital growth opportunities with modern core banking infrastructure and applications.
- Speed the delivery of new products and services to market.
- Empower your workforce with digital experiences that increase flexibility and productivity.
- Scale innovation while lowering risk and cyber vulnerabilities.
- Design and integrate new capabilities quickly without compromising customer outcomes.
- Break down silos and connect financial teams, bank personnel, and remote workers through frictionless workflows.



VMware is the #1 trusted vendor for enterprise workloads running across clouds¹¹

Financial services run on VMware — The top 10 global banks are VMware customers

300K+ global organizations run VMware

20+ years innovating and reducing complexity around enterprise apps and driving IT modernization

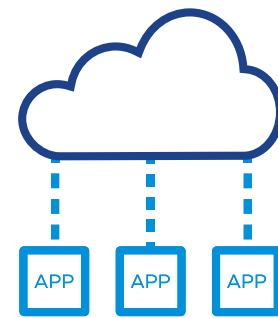
VMware is a primary contributor to the Cloud Native Computing Foundation

VMware is leading the effort to make Kubernetes accessible to everyone

VMware solutions accelerate financial services transformation

VMware delivers the fastest path, lowest-cost solution to safely modernize and migrate your financial services applications to any cloud—private, public, and hybrid. Run both your modern and traditional apps on a single, secure multi-cloud platform and close the talent gap by taking advantage of your people’s existing skill sets—no new hiring or costly training required. Automate the delivery of infrastructure and app services in a self-service model to speed your time to market of new apps and services. Boost time to value.

With VMware solutions, your financial services organization can align IT and business goals in one cloud operating model. Unify cloud operations and optimize cloud spend. Gain significant improvements in performance and enjoy complete visibility while standardizing governance across all cloud environments. Gain new levels of efficiency with scale-out security and networking to increase resilience and continually protect all of your apps and connections. Strengthen your ransomware defense.



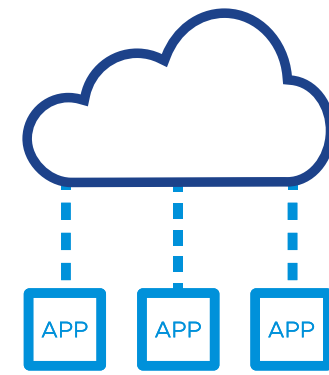
Rapidly build and deliver modern financial services applications



Accelerate and optimize financial services cloud



Empower the hybrid workforce



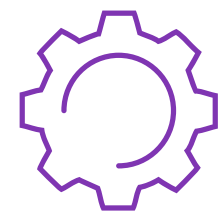
Secure, run, and manage your modern banking apps consistently across all clouds

With VMware, financial services organizations can seamlessly scale into a cloud-native platform purpose-built for modern app security, operations, and management consistency across all clouds. This agility allows financial services organizations to operate at the speed and scale required of digital business.



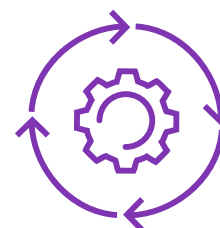
Boost competitive edge:

Modernize core banking systems to retain existing and attract new customers



Gain efficiencies:

Simplify and automate banking platform operations across clouds with complete visibility into security configurations and costs



Propel banking innovation:

Speed integration of fintech and emerging technologies to create new marketplaces

“I think the platform that VMware Tanzu provides will help us provide applications more efficiently and rapidly and give better solutions to our customers.”

Miri Gelbort, Chief Information Officer, Clal

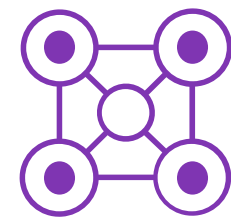
“To fulfill customers’ diverse financial needs, UA will continue to work with VMware to further enhance innovation and offer even greater value.”

Akihiro Nagahara, Managing Director and Chief Executive Officer, United Asia Finance Limited



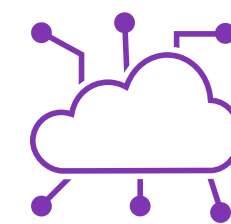
Fuel your growth and resilience at lower cost

By consolidating operations, development, and apps into a unified multi-cloud platform, financial services organizations not only gain a competitive edge in delivering a highly competitive personalized experience to customers but can also improve operational efficiency.



Drive agility:

Adopt a consistent, modern cloud infrastructure that lowers TCO by 50%



Move to a cloud operating model:

Align and control costs, improve performance, and automate security configurations for compliance



Defend your data and brand reputation:

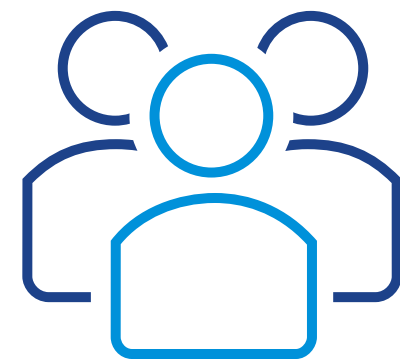
Safeguard financial information and infrastructure from digital bank heists

“There is no other bank in Sub-Saharan Africa that has the same number of active customers or who can say they have transformed operations so dramatically and successfully, all of which we achieved with technology and VMware.”

Afolabi Ilesanmi, Head of Governance, Architecture and Planning, Access Bank

“In order to be agile and respond to any changes in the environment, we will actively look to leverage the cloud for help. By doing this, we will create an optimized system platform that supports our business strategy, thereby contributing to the growth of our business.”

Kazushige Yamamoto, General Manager, Nippon Wealth Life System Management Department



Enable anywhere work for secure, frictionless employee experience

Today's financial services organizations are finding that the hybrid workforce not only improves employee satisfaction but also delivers an array of business benefits, such as proactive and instant support—anywhere, anytime for employees around the country, ensuring a unified desktop and application experience independent of employee location.



Empower your anywhere workforce:

Deliver a seamless and secure digital experience that increases employee productivity



Meet customers where they are:

Allow mobile financial advisors to engage from everywhere at every step of the client journey



Reduce risk:

Secure branch locations and digital touchpoints

“Probably every bank is having that challenge to ensure that the platform is always up. We have deployed this entire platform on VMware technology only. And we are facing very minimal downtime. I don't see any instance which has happened.”

Deepak Sarda, CTO, Indian Bank

“We chose VMware because it is simple and friendly... Additionally, VMware covers all scenarios, including security. It meets the standards required by our organization, has committed, human talent, and is innovative”

Miguel Romero, Head of Collaborative Services, Davivienda



Accelerate financial services innovation with VMware

VMware is a trusted partner to financial services organizations globally, delivering a comprehensive hybrid and multi-cloud platform that unlocks unparalleled financial services innovation. Our rich portfolio of solutions accelerates enterprise cloud transformation and empowers today's modern financial services organizations to build, deliver, and scale experiences at the speed of digital business. To find out more, go to [VMware Financial IT Solutions](#).



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