



Case study

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# Infrastructure Sourcing Assessment for Banking Company





## Client Challenge

Our client was a banking company with around 600 employees in the Nordics 35 and with a yearly turnover of approx. 3,5 BSEK. Opticos was tasked with leading an infrastructure sourcing assessment and propose a way forward for the client to manage the current situation.

### Challenges and Pain Points

- Lots of legacy infrastructure; Outdated and old technology
- High cost of maintenance
- Dependency on people and skills leading to bottlenecks
- Existing systems did not support new business models, customer requirements – Nearing end of support time



# Assignment

- Finding a strategic partner to become more efficient in managing the infrastructure
- Supporting a transformation to increased cloud-based infrastructure.
- A sourcing analysis as a basis for the infrastructure partner procurement.

## Client choices

Continue as-is: Renew current agreements without capability up-lift. Improvements executed as “best-effort”. HW-refresh when end-of-life of equipment.

2. Strategic Sourcing: Supplier managed infrastructural services, including LCM.

Capability uplift & competence enforcement. Shift IT focus to business enablement. A partner with high competence to challenge the client and not just do the job.

3. Improve inhouse operations: Keeping ownership of infrastructure services. Improved LCM by investing in HW & SW. Recruit for capability up-lift. IT focuses on both customer focused services & applications, as well as non-differentiating infrastructural services.

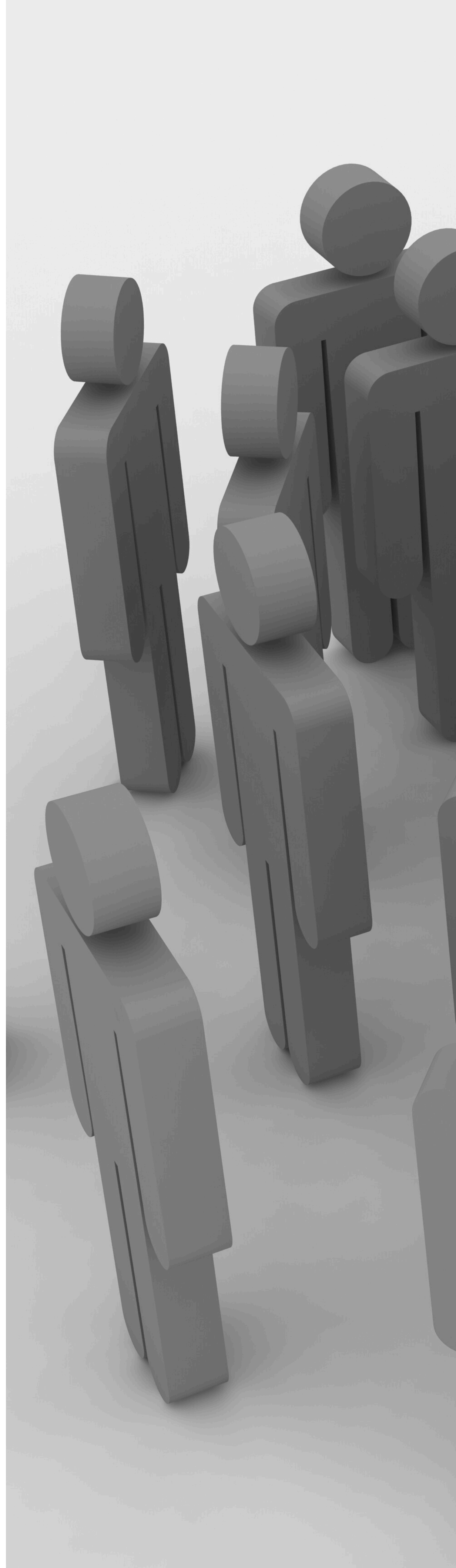
## How we supported client

- Conducting a sourcing assessment to; clarify scope, the organization's maturity (capabilities), implementation plan and overall business case for change.
- Risk assessment to identify infrastructure risks as well as proposed mitigations for those risks.
- Scenario analysis of the three options, including business cases and for each option.

# Client Benefits

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Opticos provided the client with an analysis of the current infrastructure operations, review of current IT costs, a business case for change and a detailed plan of proposed activities to manage the current improvement areas as well as a plan and proposal for upcoming sourcing of an infrastructure services sourcing.



# About Opticos

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Opticos is a Management Consulting firm with a strong IT management practice. We empower business leaders to unlock sustainable business value.

Our team of seasoned consultants bring a wealth of experience and domain expertise, leveraging industry best practices to offer unbiased guidance and hands-on execution support across key business verticals - Risk and Compliance, Operational Excellence, IT Effectiveness and Business Transformation.



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