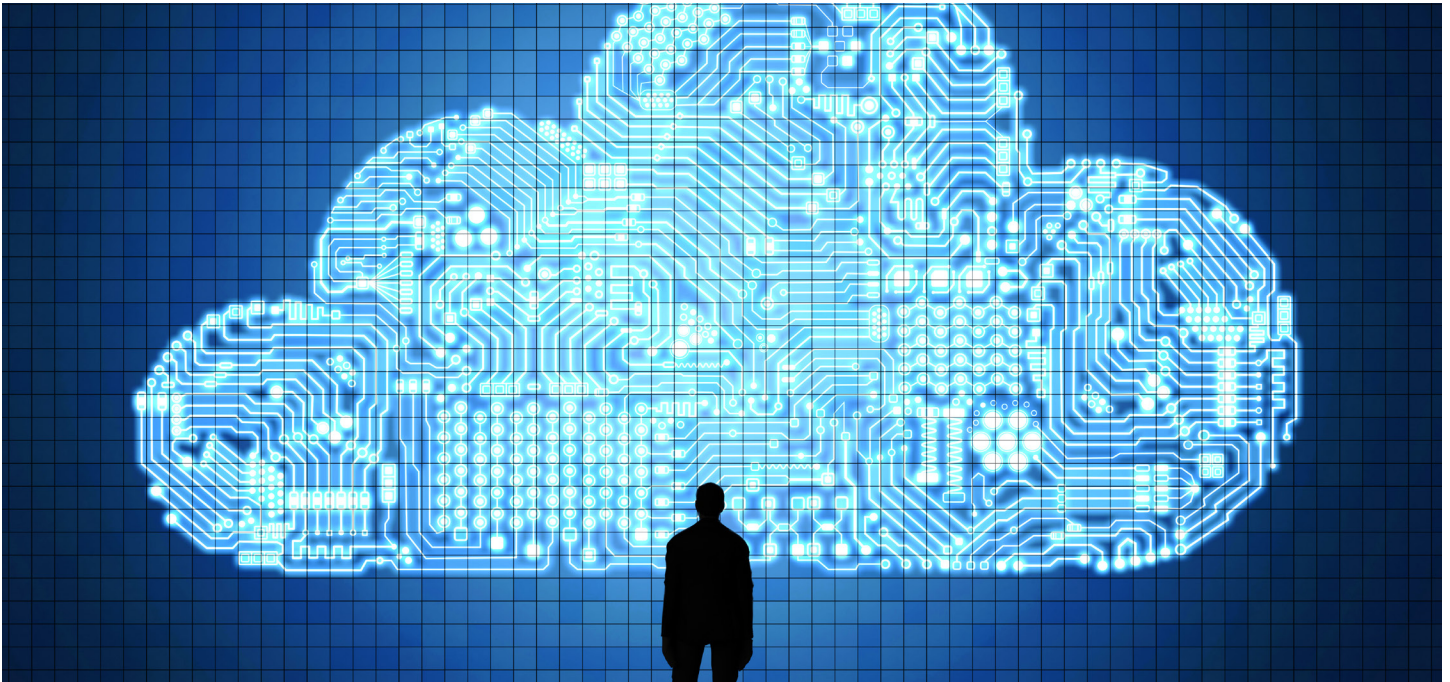


We Have No Issues, So Why Migrate to the Cloud?



"If it ain't broke, don't fix it" can be a practical attitude for many things. So it's not a surprise that many financial institutions have this attitude about migrating to the Cloud. The common refrain is, "We have no issues, so why make a move to the Cloud?"

Those who decide to maintain the status quo typically state the following concerns:

- Cost of migration and total cost of ownership
- Legacy applications that are not fit for the cloud and there is no potential cost savings
- Lack of buy-in from senior leadership
- Perceived sacrifice in security when going to cloud from on-premise capabilities
- A pending merger or acquisition that has frozen operational change

However, many organizations now see the cloud as the key to modernization. Efficiency gains and cost savings are key drivers for this change. A growing number of high-level cloud providers also make it an ideal time to make the switch. These organizations are facing greater shareholder pressure for faster growth and higher margins. At the same time, traditional and non traditional competitors make agility necessary to survive. Cloud can be employed as a business asset to transform and reshape operating models, products and services, and customer experience.

The benefits of migrating to the cloud are compelling. [AWS Cloud](#) cites the following:

- 31% average infrastructure cost savings vs. on premises
- 63% more efficient IT infrastructure management vs. on premises
- Improvements in productivity, business agility, and operational resilience.

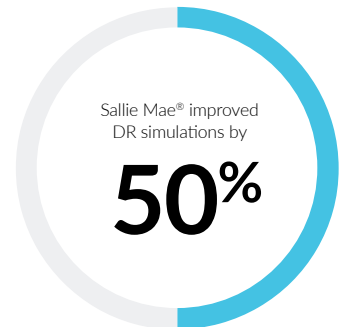
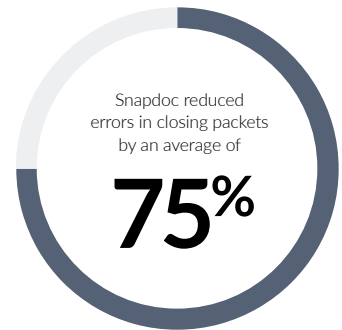


It's easy to imagine the savings you can achieve when you're not hosting your own data and outsource the security and compliance. The opportunities to improve your business itself, however, depend on each organization. Here are some [examples](#):

- **SNAPDOCS**, a real estate technology company, streamlines the mortgage process with innovations. Running on AWS enables them to automate the overall process and scale for variations needed across partners and jurisdictions. They went from 1-2 hours to 15 minutes for final meetings for borrowers. Also, with their platform underpinned by AWS, they reduced errors in closing packets by an average of 75%.
- **SALLIE MAE®**, a U.S.-based bank geared toward college students, went all-in on AWS cloud services. Since moving to AWS, they developed and executed a disaster recovery plan that improved DR simulations by 50%. Planned maintenance efforts were reduced by 30% by automating software patching. The bank also decreased overall costs by 30% and met savings objectives in the first year.
- **GENEIA**, an analytics solutions and service healthcare company, innovated with AWS to improve patient outcomes. They went to AWS because it offered HIPAA eligible services. They are using AWS Cloud for future growth – scalability, to seamlessly add more customers and data; automation, to lower total cost of ownership; expansion of AI and machine learning, to provide customers with better insights; operational efficiency, to streamline operations with automation and container use; and data governance, to remain focused on data privacy and security as the customer base and data collection grow.

As a technology, the cloud can help financial organizations transform themselves into a digital business, strengthen their enterprise security and compliance, reduce their infrastructure footprint, and introduce automation to deliver improved efficiency and cost savings.

As a business asset, the cloud can also help companies increase their agility and speed to seize new market opportunities and protect current revenue streams, respond to a changing business environment, adapt quickly, and rapidly scale to meet an organization's changing business needs.



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