



## Case Study:

# Migration and optimisation of data centre MONETA Money Bank, a. s.

### Summary introduction

MONETA selected Deloitte as a partner when it needed to address the migration of its primary data centre, from defining a strategy to ensure its operation, managing the RFP process to a new vendor, to the complete coordination of the implementation of data centre (DC) migration itself. As a result, Moneta will save more than half of the cost of DC operation and more than half of the cost of electricity necessary to power it.

### Customer introduction

MONETA Money Bank is the fourth largest financial institution in the country having million clients. In 2016, it entered the IPO stock market and became a publicly traded company. In 2017, it completed the demerger from GE Capital and turned into an operating and economically independent Czech bank. MONETA Money Bank focuses on the development of its retail banking and growth in the SME segment in order to become a bank champion for small businesses and sole traders in the Czech Republic.

### Project goal and the role of Deloitte

MONETA faced a strategic decision about how to further arrange the operation of its primary data centre, located in the office building Moneta was about to vacate. Deloitte elaborated possible ways to ensure the operation of the primary data centre (on-premise, housing, outsourcing, cloud, etc.) and evaluated these options. Deloitte discussed its recommendations with the top management (BoD, CEO, CRO, COO, CIO), to which it regularly reported on the status of the project, and managed the selected option housing and DC migration from the initial requirements specification, the RFP process, to the actual migration and its completion.

## Achieved benefits

- Decreasing the overall TCO for the operation of a non-IT infrastructure of the data centre by more than 50% as compared to the original state;
- Reduction of the area and number of racks used by 70%;
- Reduction of costs spent on electric power necessary to provide power for the DC by more than 50%;
- Excellent flexibility of the ongoing decreasing and increasing of the capacity needed in terms of space and efficiency;
- Increasing the technological level of the DC basis and increased physical security; and
- Robust contract including SLA and penalties for possible breaches well beyond the market practice.







## Steps taken

### DC strategy and definition of its operation

- Assessing parameters and situation of the current state of the primary data centre (DC) and planned parameters of the future DC in the company's new headquarters;
- Defining possible scenarios of ensuring services of the primary DC and assessing both advantages and disadvantages of the propositions;
- Overall optimisation and modernisation of the new primary DC by elimination of its constraints (change of cabling topology, cooling, power feeding, obsolete technology exchange, unused racks and area, etc.).

### Management of RFP for housing partner

- Preparation of an RFP based on contract for a housing services provider incl. the definition of technical, security, SLA and all contract parameters of the DC services;
- Providing an overview and actual possibilities of the suitable housing in colocation data centres in Prague;
- Comprehensive management of the RFP comprising several rounds, design and assessment of the technical, business and contractual parts including inspections of individual objects;
- Negotiation of contractual parameters and preparation of comprehensive contractual documentation.
- Evaluation of the technical and financial part of tender incl. preparation of the supporting material for BoD decision making.

*TTC TELEPORT TTC DC2 datacentre that is currently one of the top modern data centres in the Czech Republic has become the housing partner. This data centre complies with the most strict criteria for data centre design and operation and holds the TIER III certificate by Uptime Institute, LLC.*

### DC Migration implementation

- Coordination of the preparation of data centre halls in the housing centre (HC);
- Connectivity and network topology design;
- Defining parameters for stress tests and assistance during the performance thereof;
- Preparation of the LAN and SAN plans, cable and power supply infrastructure in the new DC;
- Optimisation of the current solution and preparation of a detailed rack-layout of the individual server cabinets;
- Preparation of a migration strategy, detailed migration and logistic schedule of the migration;
- Managing the RfP process for dismantling and moving company;
- Coordination of the migration of the DC itself according to the prepared plan;
- Preparation of a communication plan & contact matrix, coordination of all suppliers including network connectivity reloading; and
- Cooperation during the risk management of the whole DC migration project.

## Final evaluation

Approximately one-year cooperation with MONETA Money Bank has been successfully completed. During the DC migration, there were no incidents, the course was smooth and the migration, including the infrastructure tests and change of obsolete technology, ended before the scheduled date. Deloitte was the main coordinator of the entire migration. We had to coordinate and ensure cooperation and multilateral communication between more than 25 entities and more than 100 people. 12 lorries and more than 50 special removal boxes were used for the transport of the DC.





## Client's statement

"We have selected Deloitte to coordinate the event. During the cooperation, we first had to find the most appropriate way to properly plan and execute the complicated operation, and to select reliable partners across different disciplines. Thanks to the high level of professionalism of all people involved, everything ran smoothly. The successful relocation of the data centre will help us further strengthen our position as a digital champion on the Czech banking market."

**Vladimír Klein, Chief Information Officer of MONETA Money Bank**

## Deloitte statement

"I consider the openness of MONETA at the very beginning of the project as a key consideration; it was prepared to consider the various possibilities of future operation of its data centres. We evaluated the current circumstances and needs of the client and recommended the best solution and the way of implementation. With the use of Deloitte methodology, which included the entire provider selection process, contract preparation and the migration itself, we managed to achieve a very significant reduction in the costs of data centre operations while improving its quality, security and flexibility."

**Josef Dušek, Senior Manager from IT Infrastructure and Deloitte Data Centres**

"When preparing the tender dossier, we put a lot of emphasis on the detailed specification of the data centre requirements, such as certification, redundancy, data centre energy efficiency, and power and cooling technology.

A large part of the tender dossier consisted of security requirements, both physical and logical. For MONETA, this was crucial in order to minimise risks, especially security, reputation and compliance risks. MONETA very positively valued the fact that we have embedded all the requirements into the contract with the winner, so they are contractually binding and their potential violation can be sanctioned."

**Renata Dvořáková, Manager of Deloitte's Consulting**

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