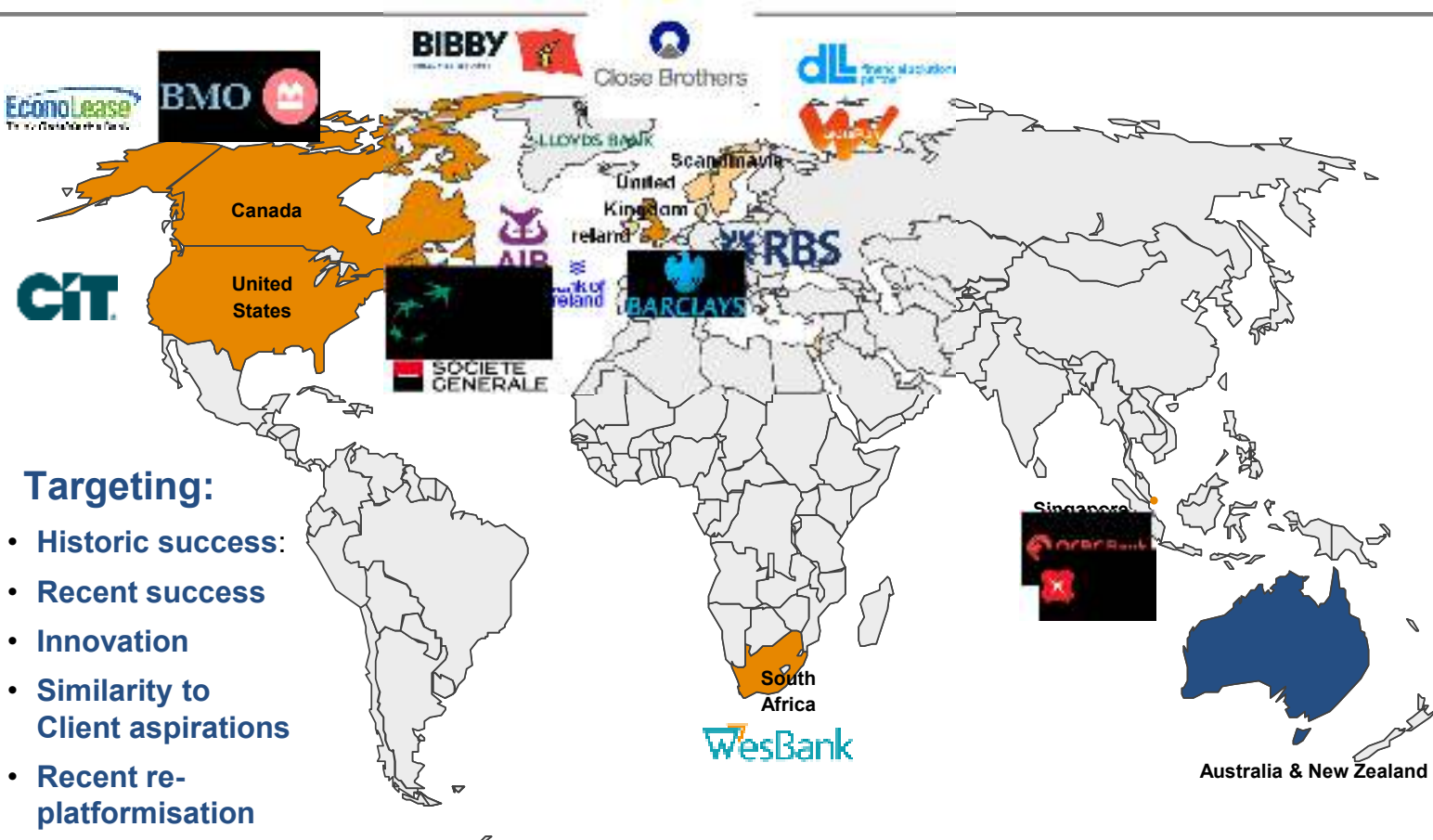


# GONG: PROJECT 1003 KEY WORD SEARCH: Consulting Project, Lending Platform Replacement Program Design and Business Case, Consulting Team, Sydney, Financial Services, Large Scale Domestic Bank

<p>Summary: ICG to develop a program and business case to support the replacement of a legacy lending platform for a major Bank</p>		<p><b>Client</b></p>						
<p><b>Project description/approach</b></p>	<ul style="list-style-type: none"> <li>Understand client's strategy for the business and imperatives for technology</li> <li>Review client's approach and progress to-date</li> <li>Develop a structured framework for thinking through Buy vs Build vs Compenetise</li> </ul>	<p><b>Industry</b></p>	<ul style="list-style-type: none"> <li>Financial Services</li> </ul>					
	<p><b>Why ICG was needed</b></p>	<ul style="list-style-type: none"> <li>Client saw this as a mission critical project</li> <li>They had spoken to several major consulting brands and were not convinced by their capabilities</li> <li>ICG brought two proven experienced experts to the table</li> </ul>	<p><b>Sector</b></p>	<ul style="list-style-type: none"> <li>Banking</li> </ul>				
	<p><b>Impact delivered by ICG</b></p>	<ul style="list-style-type: none"> <li>Ability to deliver the A-Team on the ground within one week</li> <li>Ability to get up to speed very quickly and add value across the clients process as well as ICG's mandate to provide a program design and high-level business case in just three weeks before the break</li> </ul>	<p><b>Geography</b></p>	<ul style="list-style-type: none"> <li>Australian based, Major Bank</li> </ul>				
<p><b>Critical insights/new ICG IP available to new clients</b></p>	<ul style="list-style-type: none"> <li>Two new frameworks for managing IT platform upgrades</li> <li>Kepner Tregoe decision framework populated for a platform upgrade</li> <li>Ansoff framework developed for the business case</li> <li>Case studies across peer banks around the globe</li> </ul>	<p><b>Project period/duration</b></p> <p>December 2022</p>						
<p><b>Client feedback "Would you use ICG again, and if differently, how?"</b></p>	<ul style="list-style-type: none"> <li>Yes, and have engaged to develop the next generation product strategy</li> </ul>	<p><b>ICG Contact Partner for more information</b></p> <p><a href="mailto:David.Moloney@internalconsulting.com">David.Moloney@internalconsulting.com</a> + 61 – 412 362 594</p>						
		<p><b>Project Scale</b></p>	<p>0-USD\$50K</p>	<p>USD \$50K-\$100K</p>	<p>USD \$100K-\$250K</p>	<p>USD \$250K-\$1M</p>	<p>USD\$1M Plus</p>	
		<p>ICG contribution</p>			X			
		<p>Total scale</p>					X	

# Global scan countries are split between major “Anglo” markets and secondary innovation-driven markets



Our recommended path is likely to be a mix of three options, with the added dimension of target integration level

Preliminary

### Target integration stages

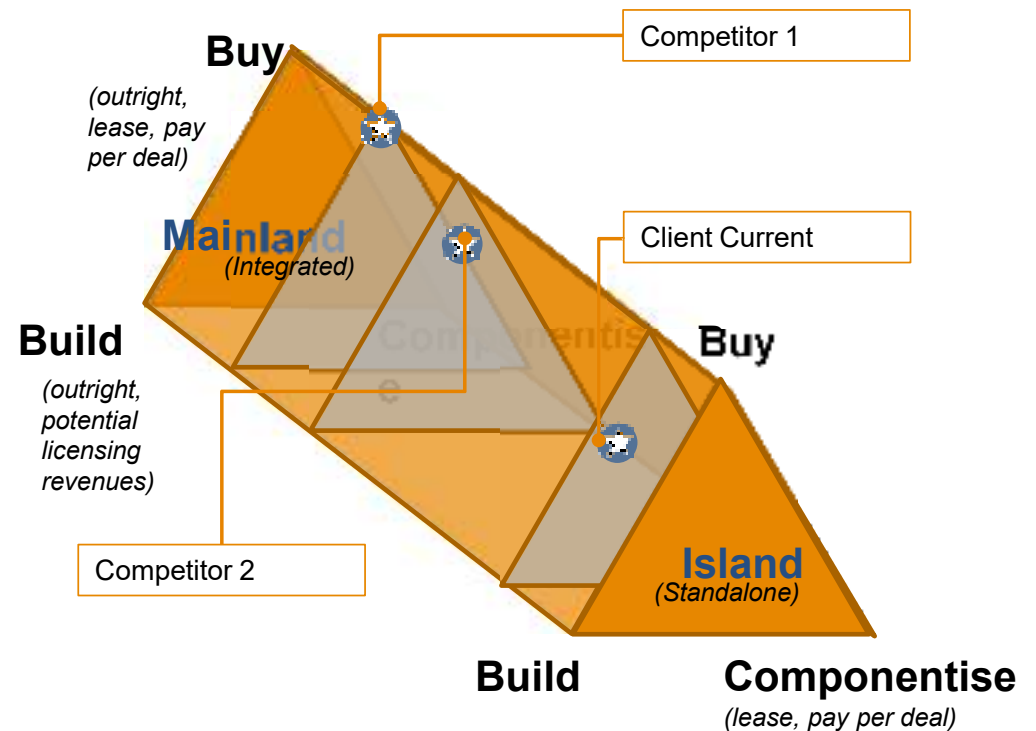
#### Mainland

- Fully integrated into banking systems
- Embedded or very close to core infrastructure
- Likely to take holistic view and consider end to end process

#### Island

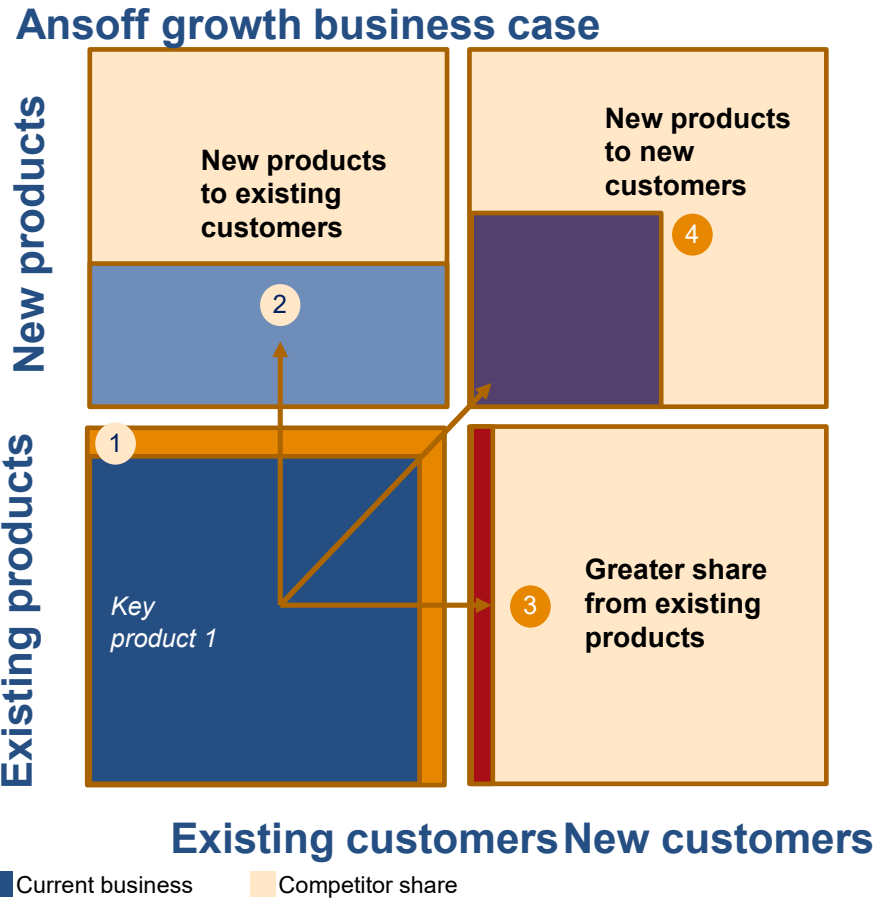
- Far from core banking systems, interfacing with key systems as needed
- Self-contained module view
- Can be easily packaged and even sold to a third party in the future

### Solution scope considering buy, build componentise and integration decisions

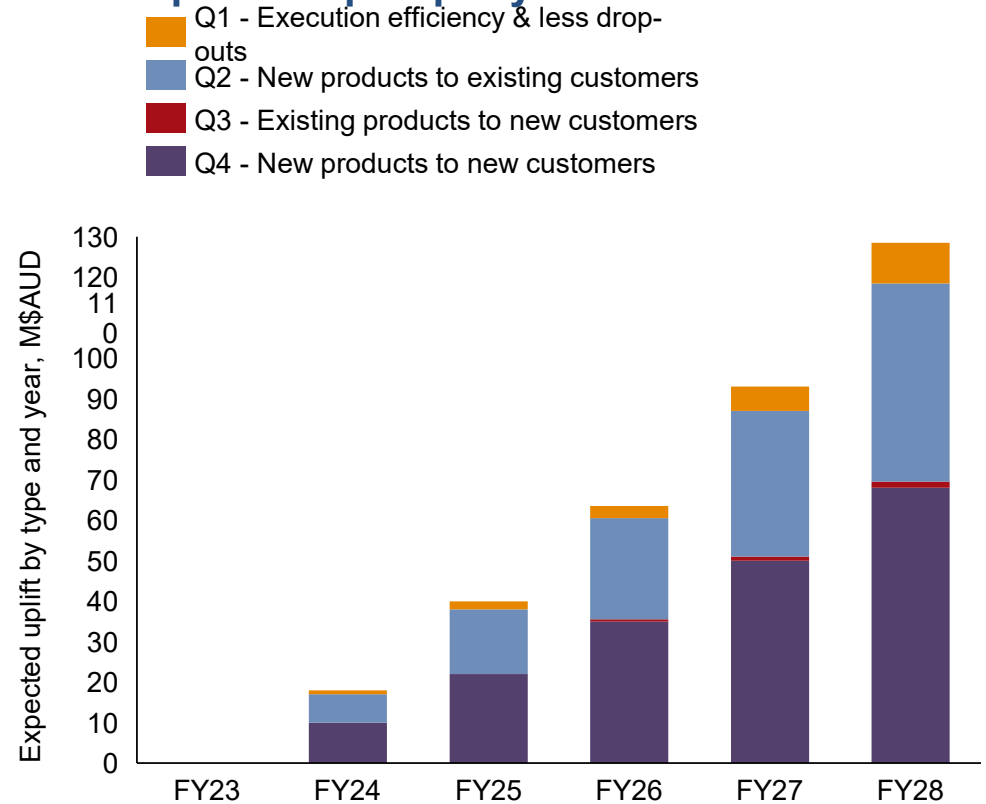


# Expected uplift >\$00' million by year 6, mainly driven by new products enabled by the new platform

Sanitised



### Expected uplift per year



# David Moloney: Senior Partner Strategy & Transformation



## Current Work

### 20+ years global consultant

- Strategy formulation, blueprinting and implementation (Board level facilitation, or integrated as part of c-suite, or leading internal and external consulting teams on small and large refreshes)
- Key topics: winning strategy, strategic execution, organisational transformation, regulatory response, platform based ecosystems, jvs, big data/analytics, customer centricity, loyalty & recognition, profit pools, open data, distribution management, product and service innovation
- Augmentation and optimisation of internal consulting and strategy teams through training, capability benchmarking, targeted skill building and training, and team member coaching and supplementation.

### Geographies:

- 100's of projects for over 80 entities around the globe
- UK, Canada, South Africa, Scandinavia, Australia, New Zealand, Singapore, Korea, Japan

### Client sectors:

- Banks (Retail, Business, Corporate), Wealth Distribution,, Insurers (P&C, Wealth, Life), Regulators, Industry Associations, Asset Managers, Sovereign Funds, Payment companies, Retailers, Downstream Oil

## Before and Outside ICG

**Banker:** From branch savings examiner to working directly for the CEO of Westpac as part of it's transformation program

### Consultant:

- Joined Booz Allan as a summer intern in their New York office. Worked in London, Singapore and Sydney and rose to global equity partner leading several global practices (Mortgages and JV's)
- Led Oliver Wyman in Australia from inception to become a major force in the market. Promoted to lead Oliver Wyman's major report to the World Economic Forum and present annually at Davos
- Founded and led the development of Internal Consulting Group (ICG), a leading global platform, now leads the FS Practice globally

### Credentials:

- Comp Sci First Class Honours and University Medal Sydney
- MBA MIT Sloan School (Awarded 2 full annual scholarships for academic merit)
- Founding editor and contributor to ICG's Insight Review - (100K+ subscribers)

**Community:** Chaired a major national financial literacy initiative (Money Smart Advisory Board)