

Evaluation, assessment, contract negotiations and outsourcing of the IT development and maintenance core banking system



GREIFZU ASSOCIATES
management consultants

Company	Realisation - approach	Result
<p>European bank for real estate and public investment projects</p>	<p>Request for proposal and sign off phase</p> <ul style="list-style-type: none">• Preparation of specifications and the request for proposal incl. preparation of data room and quality control• Managing assessment and bidding process (time table, involved stakeholders, decision guiding and assessment matrix)• Contract negotiation <p>Implementation project</p> <ul style="list-style-type: none">• Set up and planning of the implementation project• Separation of development and production systems; implementation and modification of network components and remaining infrastructure• Ask for consent of employees and works committee• Modification of internal processes and definition of new responsibilities and tasks• Relocation and handover of documents, data and infrastructure• Review, proof of concept, assessment and handover of ongoing projects• Review and formal approval of handover and outsourcing	<p>Request for proposal and sign off phase</p> <ul style="list-style-type: none">• Negotiated outsourcing contract• Project contract for the implementation <p>Implementation project</p> <ul style="list-style-type: none">• Transition of about 50 staff positions to the new service provider• Contracted transition date 3½ months after signing successfully achieved• Ongoing operations with new development and deployment processes and 2nd/3th level support from the external suppliers is successful
<p>Initial situation</p>		
<p>The bank developed, maintains and operates there own core banking system for itself and other banks.</p> <p>To ensure further maintenance and development on a long term, these services should be outsourced to an external IT supplier.</p>		
<p>Task</p>		
<ul style="list-style-type: none">• Consult the Group IT management in the evaluation phase (evaluation, bidding, contract negotiation, sign off)• Project management and coordination of the implementation; managing the outsourcing project		