From:	Guan, Jun-Hai (Junhai,ES-Apps-GD-DL)
To:	Dong, Shiqing (Dong, Shiqing ES-Apps-GD-DL)
Cc:	Chen, Yan (ES-Apps-GD-DL); Zhang, Wen-Quan; Guan, Jun-Hai (Junhai,ES-Apps-GD-DL); Quan, Song-Hao (ES-Apps-GD-DL); Wan, Jian-Hua (Jians, ES-Apps-GD-China-DL); Yang, Xiuli (April, ES-Apps-GD-DL)
Subject:	RE: Pursuit meeting for SHB AI opportunity
Date:	Friday, April 07, 2017 10:48:43 AM

Hi 诗情,

韩国那儿有一个AI相关的Opportunity,现在还处于打单的阶段。

由于GDC没有AI项目相关的经验,他们最终找到APJ的这方面的专家协助做提案。

提案的方案是选用MS的Bot Framework.

https://dev.botframework.com/

由于RFI到5月份才出来,POC预计5-6月份开始,7月底要结束。

现在想定的POC实施的方式是APJ的专家+DDC的人员。对DDC人员的要求是

Korean speaking with DW/CRM experiences(English speaking is NOT MUST, but better)

之前建华可能和你联系过,你先准备一下之前准备好英语和韩文的CV(HPE的模板就可以),下周2-3之前给建华。

然后根据上面的需求,先研究一下相关技术。

Guan Junhai

Thanks & Regards.

发件人: Lee, Yul Yong
发送时间: Thursday, April 06, 2017 2:07 PM
收件人: Bernacchia, Gianluca <gianluca.bernacchia@hpe.com>; Kim, Sung Kue <sung-kue.kim@hpe.com>; Wan, Jian-Hua (Jians, ES-Apps-GD-China-DL) <jianhua.wan@hpe.com>; White, Darren <darren.white@hpe.com>
抄送: Park, Young Bae (ES Korea ABS Lead) <young-bae.park@hpe.com>; Chen, Yan (ES-Apps-GD-DL) <yan.chen2@hpe.com>; Iyer, Rajesh G <rajesh.iyer@hpe.com>; Quan, Song-Hao (ES-Apps-GD-DL) <songhao.quan@hpe.com>; Zhang, Wen-Quan <wen-quan.zhang@hpe.com>
主题: RE: Pursuit meeting for SHB AI opportunity

Thanks All for your join on SHB AI pursuit!

Please find action items and the deal summary for the next step.

Action Items

1. Keep communicating w/SHB and updating on the deal progress **by SK**

2. AI solution/references and Customer conversation to be led **by Gianluca.**

3. SHB Customer presentation(DXC references and use cases including Bank of Baroda) will be held at end of May **by Gianluca**. (on-site)

4. Sourcing Korean speaking GDC resource, who has DW/CRM experiences to support the solutioning with Gianluca **by GDC, Jians**

5. Material sharing : **Gianluca,** please share the materials you shared during the meeting.

Deal Summary

- CR : $1.3M (Pilot : $300K / Phase1 : $1M)
- Close Date : July.28 (Pilot)
- Expected customer timeline : RFI (end of May) – RFP(July)- Project Start(August)
- Scope : AI pilot project for AI framework (consider MS Azure)

- Banking Help-Desk Agent workload and which is structured or stereotypical data based on existing data mart (Tera, Vertica, etc.)

- Q&A between Customer & Agent/suggestion of financial products

- Customer Complaints & Ask & Request

- Use historical data from DW, etc.

- How to align big-data team requirement and AI requirements to make new business model

- Requirements : - Proven AI reference and user case for banking customer, and using AI tools

  - Reference by executing business model, and business benefit

- Competition : IBM Watson, other local vendors.

- DXC value creation : - Differentiation by proven user case such as Indian bank pilot (BoB)

  - Project Resource Capability (Region Analytics team, GDC)

Thanks!

YY

-----Original Appointment-----
From: Lee, Yul Yong
Sent: Thursday, April 06, 2017 11:10 AM
To: Bernacchia, Gianluca; Kim, Sung Kue; Wan, Jian-Hua (Jians, ES-Apps-GD-China-DL)
Cc: Park, Young Bae (ES Korea ABS Lead); Chen, Yan (ES-Apps-GD-DL); Iyer, Rajesh G; Quan, Song-Hao (ES-Apps-GD-DL); Zhang, Wen-Quan
Subject: Pursuit meeting for SHB AI opportunity
When: 2017년 4월 6일 목요일 오후 1:00-오후 2:00 (UTC+09:00) 오사카, 삿포로, 도쿄.
Where: Skype Meeting/ Local 203

Hi All,

This is a pursuit meeting for Shinhan Bank AI opportunity.

Agenda

1. Overview on Indian Bank AI – Gianluca Attached #1

   (will explain further on shared material, particularly on the compelling reason)

2. Deal summary – SK (Deal overview and RFI / RFP schedule) – Attached #2

3. Discussion for pursuit. (R&R for Gianluca, GDC, SK)

<< File: Bots - Finance Use Cases_0331.pptx >> << File: SHB_AI_0406_2017.pptx >>

Hi Chen san,

Please assign GD China team on this session for the next step.

Thanks,

YY

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