

The Deutsche Börse Story – From Hamster to Bot

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The Vision

| | Basis | Tech Partner | Customer Value |
|--------------------------------------|---|--|--|
| Global Scalable Transaction Platform | Cloud Security CDN | Amazon / AWS Google / GCP SAP / SCP Microsoft / Azure | Mobility Resilience Protection |
| Smart Data + Analytics | Big Data AI / ML RT Internet | Trifacta Apache / Hadoop Google / Tensorflow SAP / Hana | Insights Real-Time Decision Making |
| Application Programming Interfaces | REST / GraphQL JSON / ProtoBuf OAUTH2 | Deutsche Börse / DBP Google / Go Facebook / React Cloud PaaS / SCP, GCP, AWS, Azure | Flexibility Transparency Release Speed |
| Eco-Systems | PAAS API “Fin Tech” | World Wide Web W3 / HTTPS Internet Engineering Taskforce / TLS Deutsche Börse / DBP Cloud PaaS / SCP, GCP, AWS, Azure | Partnerships New Business Innovation |

The Plan in 3 Waves

Wave 1

Outship the Competition

Customer Facing Product Teams

| | |
|-----------------|--------------|
| Automation | Collaborate |
| Agile Teams | Transparency |
| Tech + Business | |

Speed Agility
Feature Release

| | |
|---------|-------------------|
| Slack | Amazon / AWS |
| Github* | Microsoft / Azure |

Wave 2

Open and Automate

Digital Platforms

| | |
|--------------|----------------|
| ProductOps | Cloud Security |
| DevOps / SRE | API |
| 12 Factor | |

| | |
|--------------|----------|
| Mindshare | Scale |
| Connectivity | Mobility |

| | | |
|---------|----------|----------|
| Go | CircleCI | IntelliJ |
| Jenkins | Sonar | GCP |

Wave 3

Faster Go-To-Market

End-to-End Digital Business

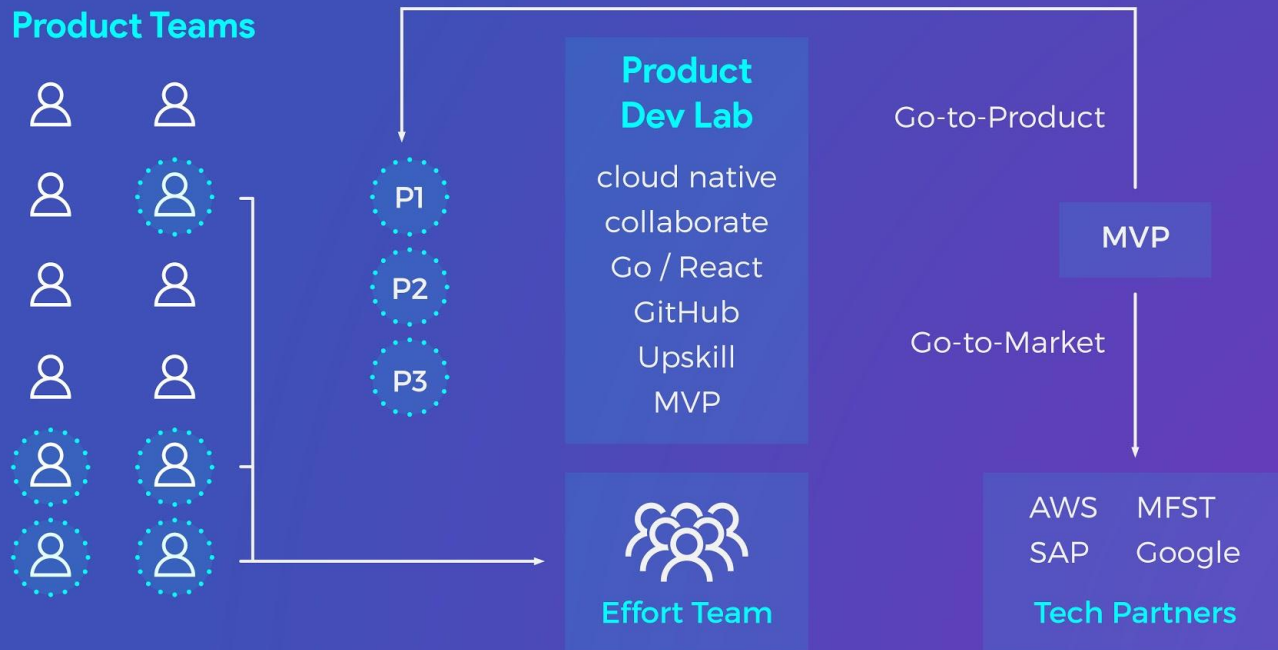
| | |
|------------------|-------------|
| Partnership | Growth |
| Ecosystem | Open Source |
| Data / Analytics | API |
| Innovation | |

| | |
|--------------------------------------|------------------------------|
| Public Data Set / AWS, Azure, GCP | Market / FX "Deep Search" |
|--------------------------------------|------------------------------|

| | | | |
|-----|-----|-------|-----|
| DBP | BCP | AZURE | SCP |
| API | AWS | OAUTH | |

*All source code of DBG including Z/OS, VMS, RHEL

Accelerating Product Development



Four Pillars to Innovation

Leadership

Leading by example

Accepting failure

Assertiveness

Involve everyone

Pioneer Ideas

Honesty

Listen, learn

Culture

Think independent

Collaborative

Growth

Learn

Open

Share

**Infection,
get stuff done**

Organisation

Outshipping the
competition

Communicate

Infrastructure

Productive

Speed

**Challenge everything,
respect principles**

Vision

Scalable Transaction
Platform

Data & Analytics

Eco-system

Digital Go-To-Market

API

“Shoot for the moon”

The Big Picture

Principles

Investigate opportunities
based on new emerging tech
Artificial Intelligence

Focus on cost to enter VS.
Price of incumbency
1:10 VS. 1:100

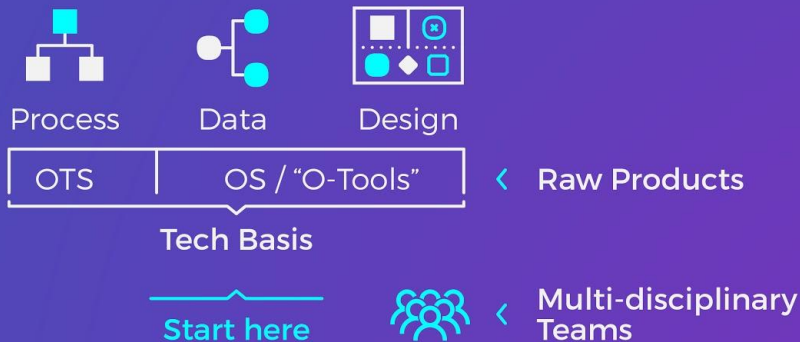
Add customer views, but drive ideas
based on potential
New Markets

Invention Company / “Lab on Demand”

Originate Invent “Value Chain”



Product Management



Why the Funnel Approach

Sifting through Ideas



instead go "hunting" for the big white elephant.
Idea, people, process to invention

Get in Touch

Thank you for your attention

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