

NTT for capital markets

# Unifying your business. Enabling your transformation. Assuring your advantage.

How we can be the partner to help  
you de-layer legacy and grow your  
digital capabilities.



## Introduction

Capital markets organizations are increasingly seeing the benefits of technology embedded in their DNA. From the power of data to intelligent automation, the opportunities to improve relationship management and democratize public markets are almost endless.

But while data as an asset and data management are key growth areas, you're under pressure to digitally innovate, and deal with rising data and cyber security issues.

Global economic and social shifts are also having significant impacts. Deglobalization, such as supply chain localization and macro market supply challenges, coupled with global crises and rising inflation are forcing you to rethink your strategies at speed.

And on top of all these challenges, complex regulations and sustainability goals still need to be a priority. It means that connected, unified, and integrated technology and platform support is no longer nice to have, it's an operational necessity. And it needs to encompass your networks, digital experience, cyber, cloud, and workplaces.

To keep pace with and even anticipate changes in an increasingly complex world, you need the right capabilities to evolve faster than ever. This means finding a partner that can bring change and innovation to help you move from locked-down IT to open and flexible platforms that are connected, cohesive, and cloud-first.

Through digital business acceleration everywhere, you can achieve new levels of agility and speed to market across digital and data-driven products, channels, services, and customer engagements — and unify network transformation across technologies.





# A partner for assured and continual transformation

You need to change and evolve in this complex world — faster than ever before. That's why we believe we're the partner that can combine change and innovation to enable you to consolidate your technologies across organizational silos and drive business objectives. It means you're free to create digital business acceleration, new-found agility, and speed-to-market, powered by digital and data-driven products, channels, services, and customer engagements.

Drawing on our strength in data centers, cloud, networks, collaboration, security, and integrated services, we offer a unified, cohesive, secure, scalable, and open digital adaptive platform.

We combine our system integration capabilities, industry expertise, digital consulting, application development, and managed service capabilities with edge-to-cloud service operation capabilities. This includes our strength in every area of network, infrastructure, data architecture, and tech innovation — and a wealth of expertise that we can call on when needed. We build out from our traditional core of network, security, and infrastructure, bringing together data, analytics, cloud migration, and transformation — augmented by comprehensive managed services and driven across a secure global digital fabric.

From this highly adaptive base, we can respond to increasingly complex and diverse needs on a global level. We can build and evolve cohesive application innovation, development, and industrialization, as well as microservices and related technology capabilities. We provide you with the digital tools, skills, and processes to create new business solutions.

This combination of platform-derived infrastructure, network, data, applications, managed services, and business solutions — layered with compliance and regulatory experience — means that, whatever the new capabilities organizations want to develop, business leaders can work with us as a unified partner to bring them into reality.



# End-to-end IT and transformation services from a trusted global innovator

We'll help you **drive continual, assured, and unified transformation across applications, cloud, data, and infrastructure** through our technology, global networks, co-managed services and expertise. But that's not all. As your partner, we'll help you:



**Become more relevant and high performing.** Powered by our infrastructure, networks, and wider capabilities, we enable you to transform at pace and refocus on growth. Through technology and business model standardization and optimization, we drive cost efficiencies and support connected delivery, monetization programs, and sustainability — globally.



**Drive cohesive operations and delivery.** We support you to become more data-driven through insights and decisions led by data science-as-a-service. Consolidated technology and workflows increase efficiency, while new working methods and digital workplaces deliver modern experiences and foster new skills.



**Achieve new levels of operational effectiveness.** We ensure that connected data, networks, and business operations drive productive client engagement, delivery, and management — supporting you to be more resilient and responsive to changing macroeconomic conditions. And with embedded compliance, we help you absorb business impacts.



**Radically improve technology capabilities.** We give you the ability to unify infrastructure, data, and clouds for improved agility. Consolidated technology reduces costs and simplifies processes, while providing connected insights. Our efficient global network supports growth, while our low-carbon data center supports ESG goals.



**Evolve more flexible, interoperable technology and infrastructure.** We drive new connectivity across data centers, workspaces, and networks to create more flexible and interoperable infrastructures. We also support you with your cloud and cloud-first strategies in a more effective and connected way.



**Drive cost optimization at every point.** Our simplified technology, consolidated platforms, and cost transformation supports targeted innovation, end-to-end cost transparency, and improved total cost of ownership.



**Relaunch business objectives, innovation and new thinking.** We help drive future-focused innovation — helping deliver faster services and client engagements. We also free your high-value people to drive top-line revenue, and decarbonize the business with adaptive technology.

Companies like [PT Bank Central Asia](#) have achieved end-to-end visibility for a data-driven future with us:

We had extensive discussions and interviews with NTT to create clarity on how the data would be organized to best align with our vision of a metadata management system.

**Suwandi**, VP Data Management,  
PT Bank Central Asia, Tbk

# Why NTT is the right partner to deliver the ever-evolving and adaptive technology platform to continually transform your capabilities

Our delivery is backed by our experience working across complex compliance landscapes within capital markets. We serve 65% of the Fortune Global 500 and 80% of the Fortune Global 100 as an industry leader in networks, data centers, cloud, security and managed services.

And we can leverage our partnership with the rest of the NTT family in more than 200 countries and regions to add security, compliance, and regulatory expertise as part of our delivery package.

## We stand apart from the competition because:



### We offer high performance technology

**on tap:** We deliver an outcome-based solution and a platform based on human-centric technology. We've been named a Leader in the Gartner Magic Quadrant for Network Services, Global\* and we're ranked highest in three out of five Use Cases in the Gartner Critical Capabilities for Network Services, Global.\*\*



**We provide the ability to interconnect technology and simplify delivery for global optimization and standardization:** We work as part of capital markets organizations' ecosystems to ensure connected and cohesive technologies and vendors — while ensuring critical insight and data control is maintained. This enables faster speed to market, business agility, and controlled transformation.



### We provide full co-innovation with dedicated and secure lab environments

**to develop next-gen products:** We also substantially invest in key technology solution innovation to turn new ideas into robust, repeatable, and scalable tools. Our solutions are tested, standardized, and proven — but can also be combined in unique ways to meet evolving business needs.



**Our deep global cloud leader partnerships and experience mean we deliver the right outcomes for you:** Through our existing partnerships with Microsoft Azure, AWS, and Google Cloud Platform, including other cloud platform providers, we can leverage the right blend of public cloud for complex capital markets workloads, and unify them across the architecture.

\*Gartner® Magic Quadrant™ for Network Services, Global, And 21st and 22nd February 2022  
Analysts: Neil Rickard, Bjarne Munch, Danellie Young, Karen Brown

\*\*Gartner® Critical Capabilities for Network Services, Global, 22nd February 2022  
Analysts: Danellie Young, Bjarne Munch, Lisa Pierce

Gartner does not endorse any vendor, product or service depicted in its research publications and does not advise technology users to select only those vendors with the highest ratings or other designation.

Gartner research publications consist of the opinions of Gartner's Research & Advisory organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

Gartner and Magic Quadrant are registered trademarks of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved.



**We're better placed than others to help you manage and mitigate risk:** Our risk management skills cover resilient processes and systems, global common practices, and standardized platforms and delivery.



**We have a highly resilient, secure network:** We own our network and have the world's biggest data center footprint. It's why we can offer real service integrity. What's more, our network, infrastructure, and application security — supported by a global footprint and anywhere scalability — ensures our delivery and outcomes are secure.



**We offer flexible contracts that recognize the ability to change:** Our contracts are fluid and can evolve with your business requirements, while still adhering to the same master agreements.



**We offer end-to-end connected solutions and consulting:** Our ability to connect technology across the entire ecosystem and combine it with strategic monetization into a single platform means you can benefit from increased agility and adaptiveness. We can also leverage multiple companies with specialists in data and security to make the best use of technology and transformation.



**We value sustainability — and practice what we preach:** We'll help you introduce more sustainable practices to your business, to meet your ESG goals. And this is something we do for our own business to ensure the coexistence of nature and humanity, improve prosperity for all people and cultures, and maximize well-being for all.







# Enabling digital business acceleration, everywhere

You must become more purposeful, more intent-driven, and more intelligent. You need to target appropriate and relevant products to your customers, while also making new revenue streams and business models more ethically minded.

The key is to recontextualize, while making best use of your established position of trust to differentiate from digital-first rivals and become deeply embedded into more areas of your customers' and clients' lives. This means becoming data-driven across decisions and actions, and across every function — from marketing and product design to personalized financial planning.

We can be the platform and partner that can support every level of transformation — across digital consulting, application development, systems integration, managed services, and edge-to-cloud service operation capabilities. Together, we can reimagine and reshape your organization for current fitness and future readiness. To become more agile, adaptable, resilient, connected, and innovative.

**Together, we can secure and transform the future of capital markets.**

