

avaloq

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International Conference on Wirtschaftsinformatik 2011

Thinking out of the box: Innovation culture as success model for state-of-the-art organisation development

Zurich, 18 February 2011

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Speech Klaus Rausch

Foundation of BZ Informatik (as part of the BZ Group)

In-house development of the 'AdvAntAge' core banking system

Change of name

BZ Informatik becomes Avaloq Evolution AG and AdvAntAge becomes the Avaloq Banking System

Conclusion of management buy-out

Avaloq has now 100 employees

New Model Bank supports system implementation

Avaloq Banking System in use in Singapore
Clariden Bank and Barclays Private Bank introduce the Avaloq Banking System in Singapore

Staff doubled: Avaloq hires the 300th employee

First Avaloq subsidiaries abroad: Luxembourg and Singapore

Hiring of the 500th employee
Additional offices in Geneva/Thalwil

Four new subsidiaries
Frankfurt, Dubai, Moscow, Vienna

Two new subsidiaries
London, Hong Kong

Hiring of the 600th employee / 80 vacancies (some international)

1985

Distribution and implementation of the Dutch back-office system EKI

1994

First implementation project with Bank Sal. Oppenheim jr.&Cie

1996

Period of growth with AdvAntAge:

New customers: Bank Cial, Bank von Ernst, Barclays Bank, Clariden Bank, Hottinger & Cie Banquiers, OZ Bankers

2001

2002

Winning of Bank Sarasin (high-end private banking) and PostFinance

2003

First retail bank: Bank Linth

System is operated by an ASP (Application Service Provider) partner in an outsourcing model.

First major bank: Zürcher Kantonalbank (ZKB)

In the scaling test the Avaloq Banking System can cover a multiple of the ZKB's business volume in the securities sector

2005

Winning of the three cantonal banks LKB, SGKB, TKB and of Hyposwiss and Banque Pictet & Cie

2006

During the so far largest IT project of the ZKB, the Avaloq Banking System replaces 23 applications

2007

Successful Going Live of Banque Pictet & Cie.

2008

Successful Going Lives on international and national level SGKB, NBAD, NZB, Bâloise Bank SoBa, Bank Linth LLB AG, LGT Group

2009

Nomura, Barclays Bank (Suisse) SA, Crédit Andorrà, AKB, Pictet & Cie, Release 3.1. / Pilot SGKB, BLKB

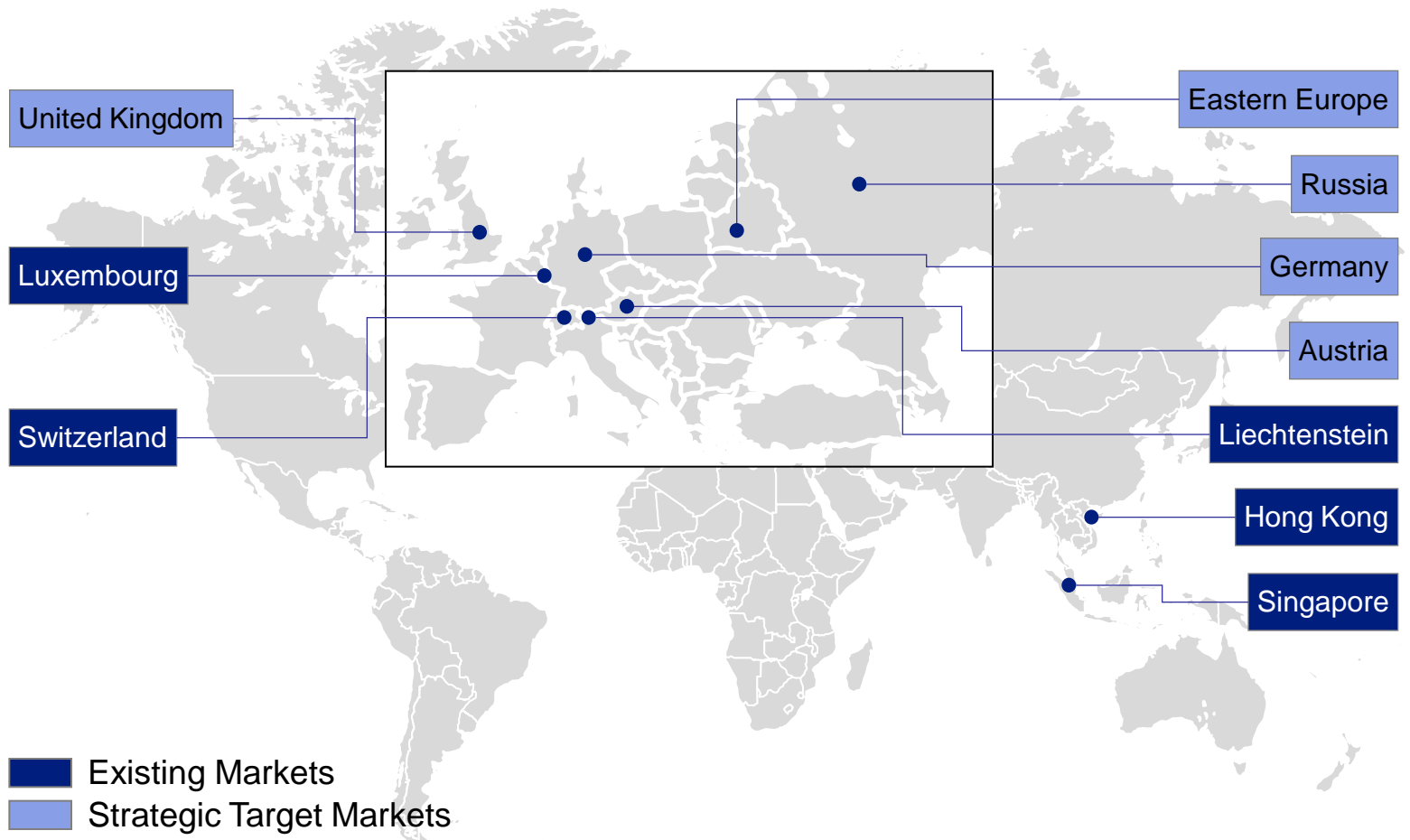
2010

Bank Coop, Adam & Co., BDL / CIC, LLB (Group), Bank Reichmuth, BSI

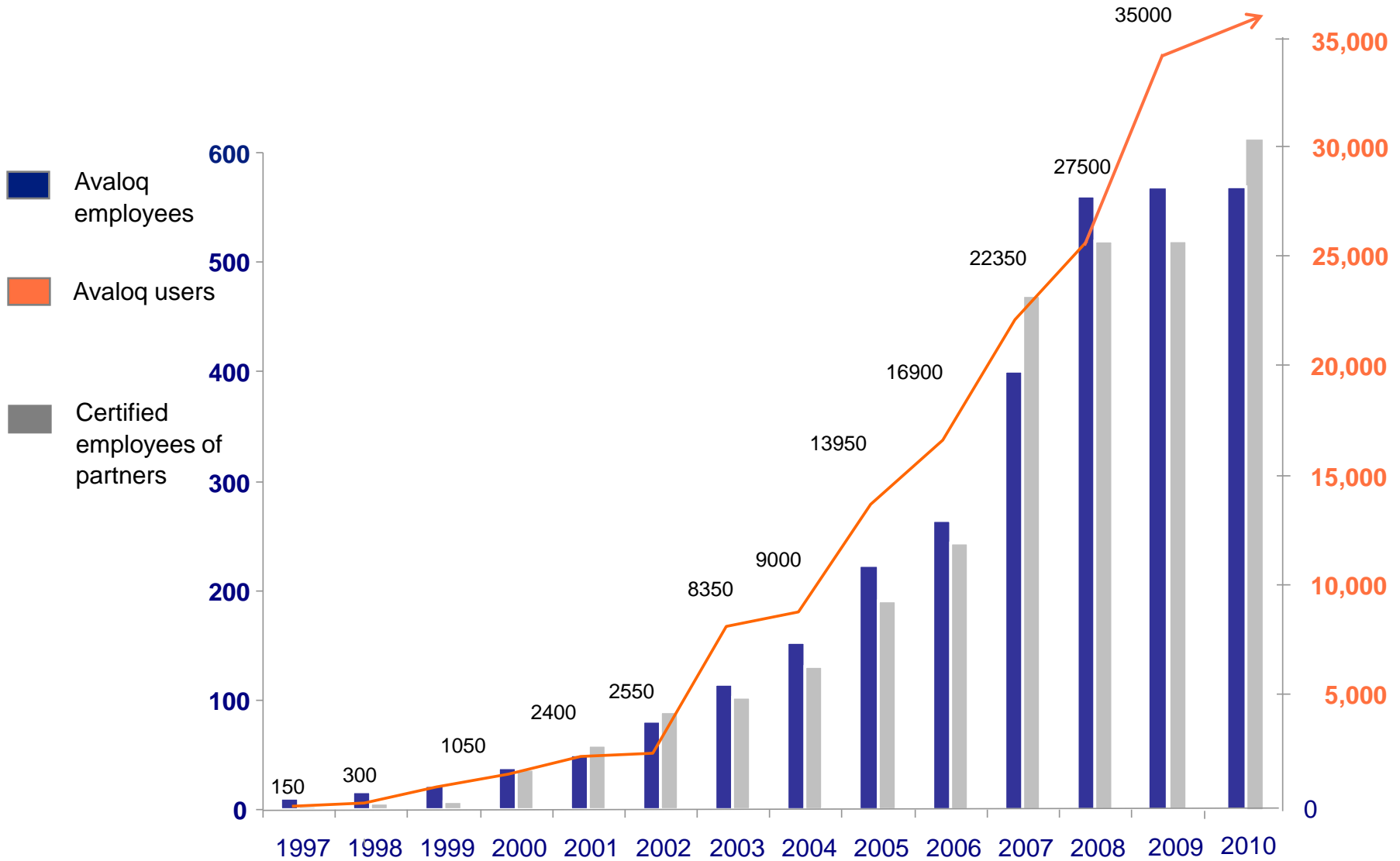
2011

The success story continues

Existing and Strategic Target Markets



Success Ensures Sustainable Growth



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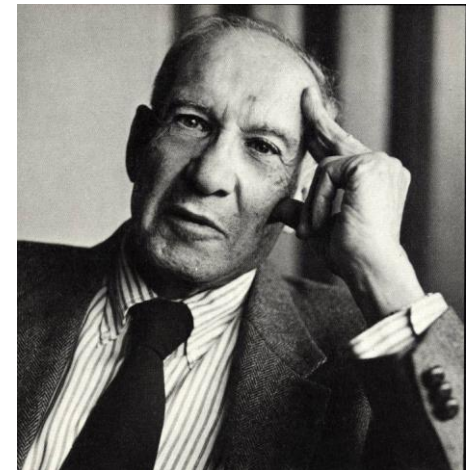
Schumpeter, Knight & Drucker



Joseph Schumpeter



Frank H. Knight



Peter Drucker

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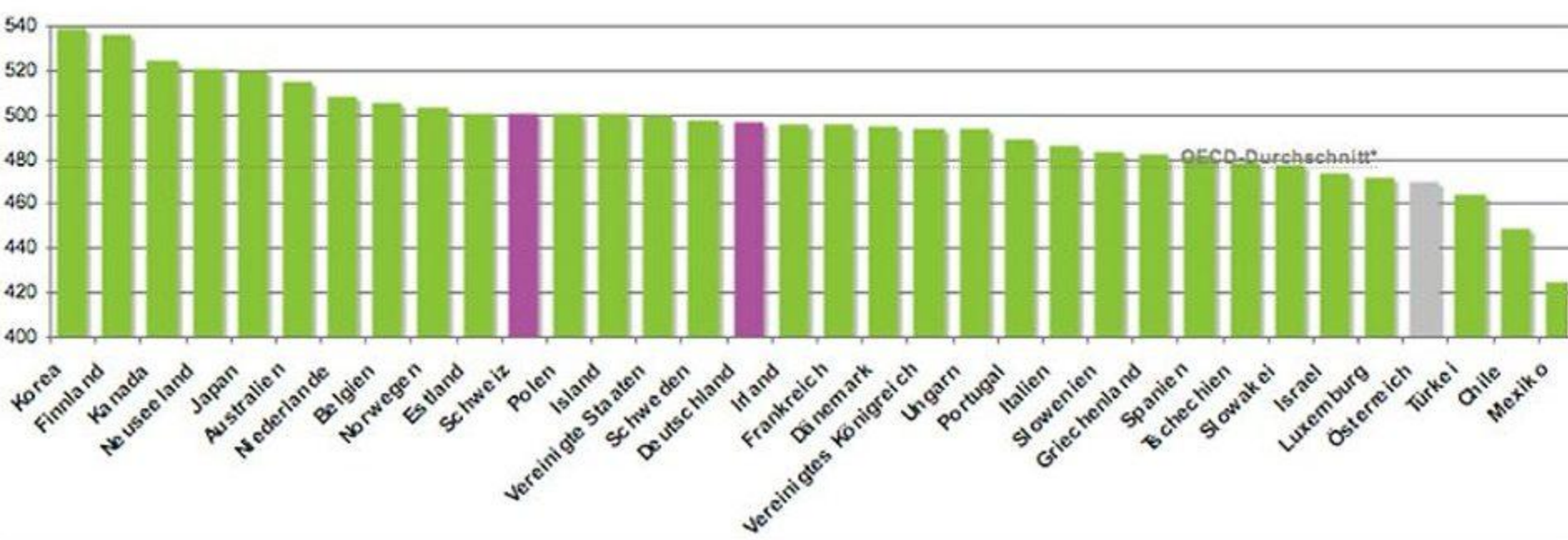


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Results Pisa Study – Where Are We?

Lesekompetenz im Überblick
 OECD-Mitglieder, Pisa-Punkte, 2009



Reading competence: Swiss pupils ranked #11. (Figure: oecd)

Source: Pisa study 2009

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Key Skills 2014 – What You Need to Expect

Tabelle 3 Schlüsselkompetenzen im Tätigkeitsbereich 1: ICT-Systemtechnik und -Betrieb

Weitere Kompetenzen	Wichtigkeit		Tendenz
	2010	2017	
Schlüsselkompetenzen	■	■	
SC.1. Wirtschaftliches Denken	■	■	↗
SC.2. Flexibilität und Kreativität	■	■	
SC.3. Kommunikations- und Kooperationsfähigkeit	■	■	
SC.4. Problemlösungs- und Entscheidungsfähigkeit	■	■	
SC.5. Eigenaktivität und Selbstverantwortung	■	■	
Weiter genannt: Vernetztes Denken	■	■	
Weiter genannt: Kundenorientierung	■	■	↗
Weiter genannt: People Integration	■	■	

■ = wichtig ■ = sehr wichtig ↗ = zunehmend ↘ = abnehmend

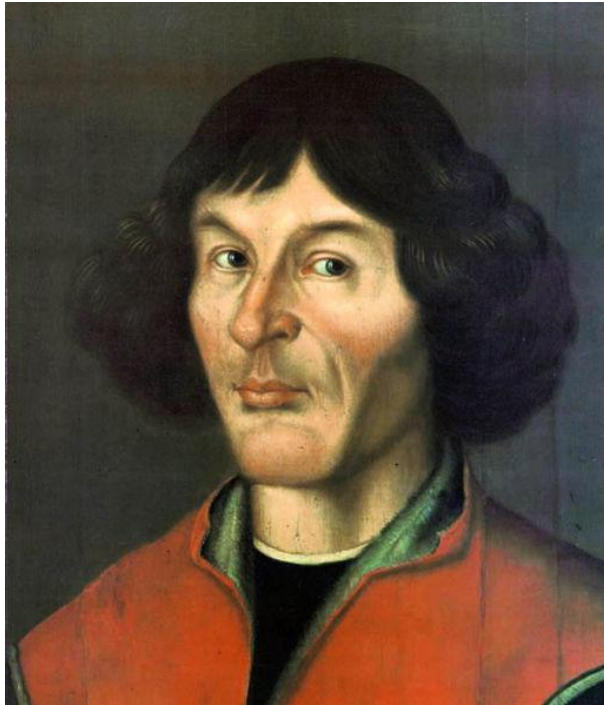
Key skills 2014

Source: ICT-Berufsbildung Schweiz, qualitative analysis of vocational fields , 2010

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Kopernikus & Bruno



Kopernikus



Giordano Bruno

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Thank You for Your Attention



Questions? RAK@Avaloq.com