War Stories from the FinTech Trenches: Technology, Culture and Evolution

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Who we were

A neglected business unit, contributing relatively insignificant revenues to a global IT firm’s balance sheet

- Dominant niche market position
- Competitors picking clients off
- Proprietary technology
- Servicing a bloated super industry
- R&D limited to regulatory change
- Culturally confused
- Presence in Australia only
- 80 FTEs
Who we are today

Bravura is a market leading provider of enterprise software and software-as-a-service to the wealth management and funds administration industries.

- High degree of recurring revenue
- Long-term, deep customer relationships
- A$190m+ revenue in FY17
- 5,000+ days development per month
- A$100m+ invested in Sonata
- 70+ blue chip clients
- A$2.5+ trillion AUA on BVS technology
- Presence in 8 countries with 1,100+ FTEs
The long road

- Management-led buyout of CSC Australia
- Bravura lists on the ASX
- Hype, slideware and hope
- Development of Sonata commences
- Near death by PPT
- More slides
- First Sonata client goes live
- More slides
- 24 Sonata clients
- Bravura re-lists on the ASX
- Ironbridge privatises Bravura
- Bravura admitted into the ASX300
- The long road
Value creation
What made us successful

- Vision
- Focus
- Discipline
- Introspection
What will make us (and you) successful in the future

> Remaining committed to the hygiene factors

- Unrelenting focus on every action delivering benefit to the end customer
- Collaborative design with customers
- Finding and retaining technical talent
- Measurement and management of all elements of your business
What will make us (and you) successful in the future

> Purposefully recognising the changing nature of work
  - Industrial to information based workforce was just the beginning
  - 44% of jobs to evaporate under the bright glare of automation
  - Shifting out of the information-age into the age of creativity and imagination

> Intentionally spending time out beyond the bleeding edge
Tools of the trade
Tools of the trade
SLOW MAC PERFORMANCE?
Run a test to identify issues and speed up your Mac

Are you on Telstra?
Take our Broadband Internet Survey!
Tools of the trade
Trust me!

I'm experiencing problems while using Alexa, what can I do?

How can I keep my accounts secure when using Amazon Alexa?

What if I forget my code / how do I change my code?

How do I stop using NAB for Amazon Alexa?

What happens to my personal information when I use NAB for Amazon Alexa?

Any questions you ask or anything you say to Alexa, and anything Alexa says back to you may be stored by Amazon. Amazon provides information about this at these pages:

- Alexa and Alexa Device FAQs
- Amazon Privacy Notice
- Amazon Alex Terms of Service

We've designed the NAB skill to ensure no sensitive data is exchanged between you and Alexa, such as your NAB ID, password, date of birth, bank account numbers, etc.

Information about we handle your personal information is included in our Privacy Policy.
Tools of the trade

HUMANIZING COMPUTING TO BETTER HUMANITY
Take the leap

A universe of creative possibilities is emerging. So if you’re a developer, creator or explorer, be one of the first to forge the Magicverse.

Buy Magic Leap One
Conclusions

The road to success in the FinTech space is rarely smooth.

The fundamentals of business are necessary regardless of how big or small you are.

There are wonderful tools available and more arriving regularly.

Creativity is The Secret Sauce for us, you, your customers and our nation.
Thank you