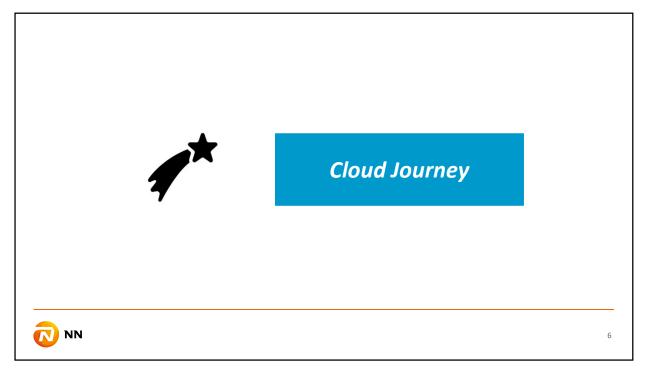


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International financial services company with strong businesses in Europe and Japan

Some facts and figures

- NN's roots lie in the 18th- century the Netherlands
- Strong business positions; market positions built organically
- Unified international culture with shared best practices
- 17 million customers (excl. NN IP)
- About 15,000 employees
- Successful IPO on 2 July 2014
- Businesses rebranded to "NN" in 2015
- ING's divestment of NN Group completed in April 2016
- · Tender offer for Delta Lloyd successfully completed in April 2017
- Shareholders' equity of EUR 22.7 bn at 15 February 2018
- Credit ratings¹: A/stable (S&P), A+/stable (Fitch)



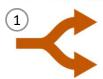
- We are a European financial company, meaning we are regulated by the Dutch National Bank but also by other regulators
- 2. We have a lot of 'proven technology'
- 3. We are of reasonable size





1. Financial Strength Ratings

NN IT Strategy



Split from ING

During the financial crisis, ING received financial aid from the Dutch Government.

In return, ING had to split off all high risk activities (insurance and asset management activities).

This led to a huge disentanglement program where meeting the deadline was the most important goal.



Simplify

After the split the focus shifted to lowering the IT cost drastically. This led to 4 programs:

- Anita: replatforming our mainframes to X86
- Bonita: Move our workloads from our own datacenters to public cloud
- Consuela: Optimize workplace services (e.g. move from a mail solution managed by an integrator to Microsoft Office 365
- Doloris: Change the way of working (e.g. Agile and DevOps)



Co-driving the business

"Building technology services through speed, quality & craftsmanship to delight our customers"

Use cloud as an enabler for automation to create speed and more predictable quality & control.

Use cloud technologies to provide new possibilities to our business (e.g. new data analytics capabilities), and lower the cost.



Four Things to Know About Our Journey



Azure & AWS





Started during simplify (cost reduction program)

Original plan was to build all IT services from the service catalog on cloud (IaaS based) and redeploy all the applications on the cloud.

This was more difficult then expected. What worked onprem did not always work on cloud.

Dual cloud strategy

Dual cloud because:

- Azure and AWS then both had their unique strengths
- Exit strategy, try to avoid lock in at one cloud provider

Cloud program is merged and rebooted

Merged with the Agile / Devops transformation program.

Downsized from 100+ people to 2 small core teams (20FTE).

Reset goal: Focus on cloud native solutions and automation, all to support Phase 3, co-driving the business.

- Azure focusses on data and PaaS
 sandses
- AWS focusses on laaS bases services

V-motion from own DC to IBM to AWS

Plan B to still make true on the promise to empty our dat. Goal: Avoid an investment and lock in (due to depreciation)

First V2V to VMware on IBM Bluemix because of timing. When available move to VMware on AWS to support further transformation.



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Key Learnings







Adjust operating model to cater for new technology

Creating the right mindset and culture

Getting or creating the right skills



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Target Operating Model (TOM)



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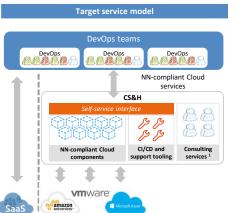
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Target IT infrastructure operating model

CS&H offers NN-compliant consumable services and tooling to DevOps teams via the self-service interface

Uniform IT infra services that are standardized for NN for the services scope of CS&H

- Mandatory use of CS&H infra components by teams, unless it is out of scope for CS&H (e.g. IoT, test farms)
- Self-service interface that enables teams to consume IT infra services through an automated process
- Autonomy of teams in the usage of the IT infra components within the boundaries set by NN
- Compliant IT infra services that ensure NN Group compliancy standards



Description activities ²

- DevOps teams
- Deploy services delivered via a self-service interface of CS&H via scripts (e.g. Terraform), containing the configuration settings
- Development, CI/CD, maintenance and monitoring of applications on top of the NN compliant services provided by CS&H
- CS&H
- Select, build, manage and support NN compliant Cloud services on top of standard cloud services, that include compliance (hardening, SIEM, TCM, IAM), billing, contract and vendor management
- Provide **automation and support tooling** (CI/CD and monitoring)
- Provide all services via a self-service interface
- Support DevOps teams with expertise, cost optimization, hands-on support and guidelines via Consulting services
- Security monitoring, risk mitigation and reporting

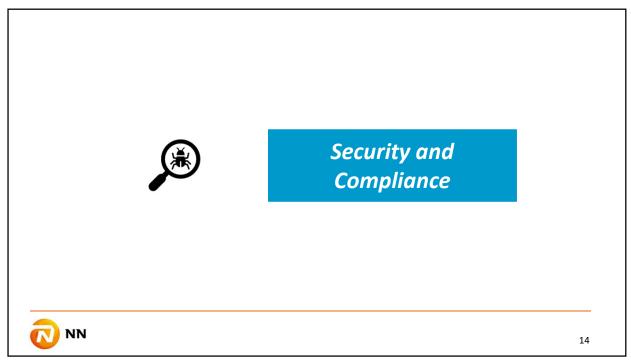


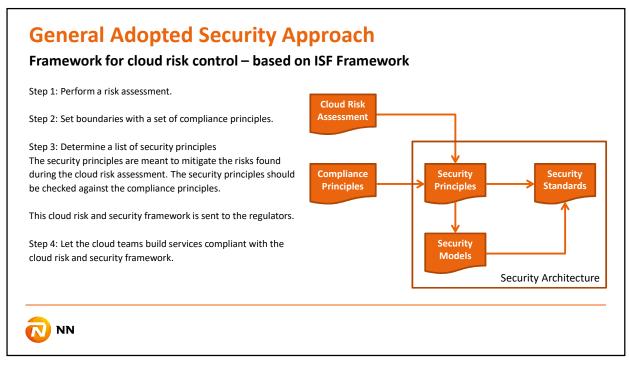
¹ Consulting services provide guidelines, support and expertise for design and development of infra capabilities
² A concept capability model is being developed, that includes detailed responsibilities and activities (e.g. ITIL) for the application teams and CS&H

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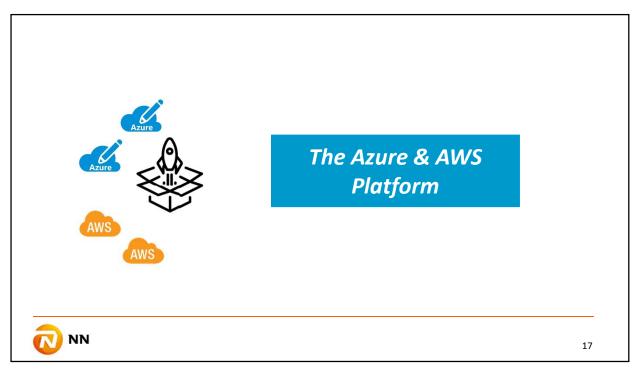
Tasks and Responsibilities The target operating model requires new skills and capabilities within CS&H and in the business teams Target state Business units & countries **Business units** Countries BU/Cs require basic understanding of NN infra components, infra development in **automated environments** (scripting, tools) and infra operation Infra services Large part of the (manual) infra activities are placed at the CSPs: design, develop and operate standardized infra services and automation of processes Physical infrastructure is housed, managed and maintained by 3rd party CSPs Business Units and countries will extend their work with (1) design applications with standardized NN compliant infra components, (2) use scripts and automated processes to develop the infra services, and (3) apply available tooling to monitor and optimize the infra services in the Cloud A large part of the conventional IT activities (build, deploy, run) that is now being executed by CS&H will disappear into the Cloud via automated processes. Remaining task for CS&H is to develop and maintain standard NN complaint building blocks on top of standard Cloud products and manage the CS&H Cloud service catalogue A large part of the current (manual) work will move to the Cloud provider, that will create the standard Cloud infra services that can instantly be deployed by NN Physical infrastructure will no longer be on-premise and will be managed by the Cloud Service Provider in the Cloud ¹Design and development supported by consulting services NN 13

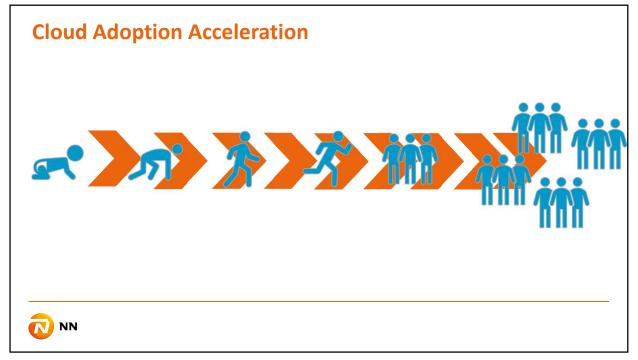
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The Cloud Vision 2019



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CS&H offers NN-compliant consumable services and tooling to DevOps teams via the self-service interface

Target service model Uniform IT infra services that are standardized for NN for the services scope of CS&H Mandatory use of CS&H infra DevOps components by teams, unless it is out of scope for CS&H (e.g. IoT, test NN-compliant Cloud farms) Self-service interface that enables CS&H teams to consume IT infra services through an automated process Autonomy of teams in the usage of the IT infra components within the boundaries set by NN CI/CD and upport tooling NN-compliant Cloud Compliant IT infra services that ensure NN Group compliancy standards

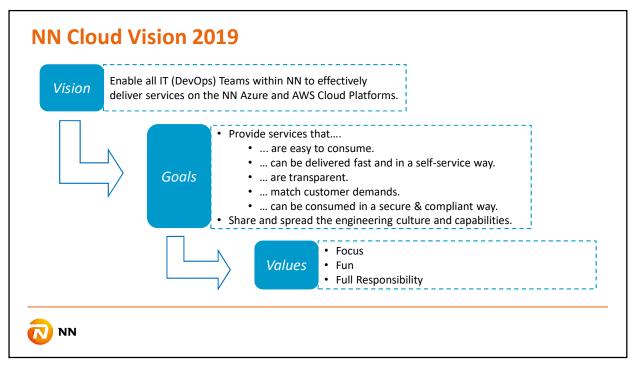
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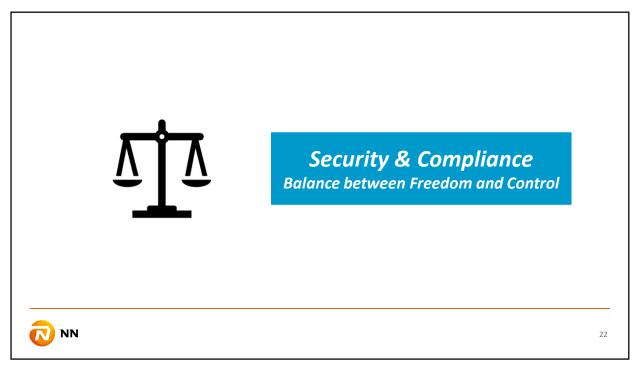
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 1 Consulting services provide guidelines, support and expertise for design and development of infra capabilities 2 A concept capability model is being developed, that includes detailed responsibilities and activities (e.g ITIL) for the application teams and CS&H

vmware





What is the Right Balance Between Freedom and Control?

- Risk assessment biggest risks are known.
- Different internal customers with different requirements, need certain level of freedom.

Public Cloud is not Secure nor Compliant by default, you must do it yourself.

- Balance between freedom and control:
- Main guardrails centrally implemented (Enforced vs. Monitored).
- Boundaries to minimize blast radius.





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Boundaries

Minimize the impact in case of an incident /



Guardrails

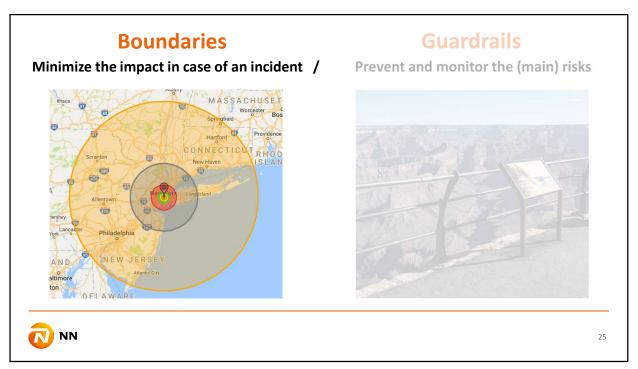
Prevent and monitor the (main) risks





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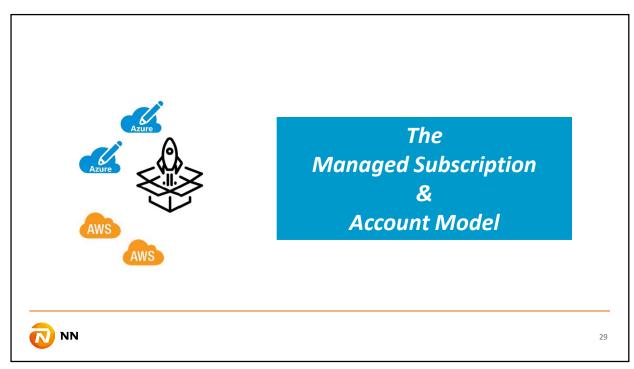
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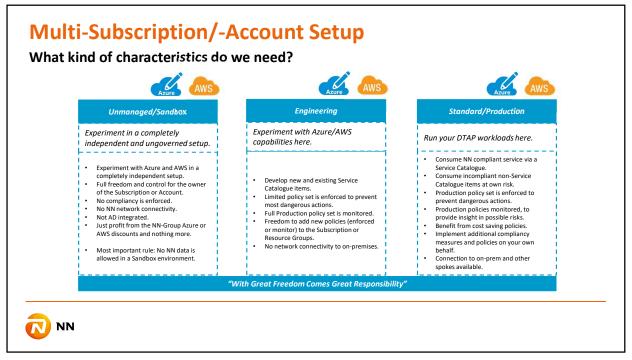


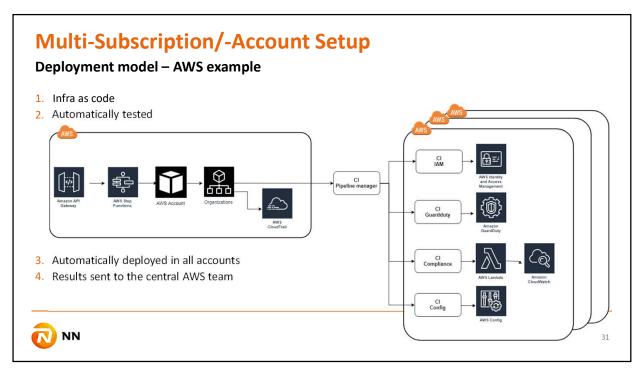


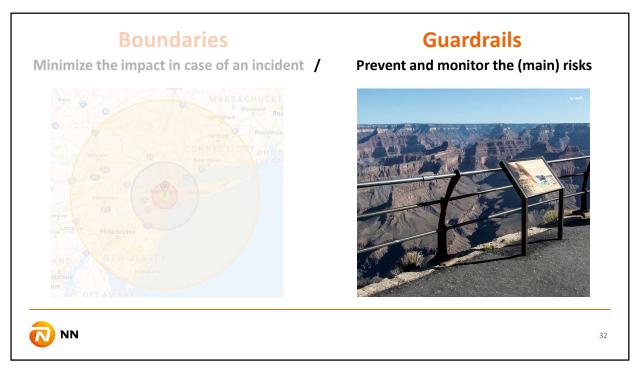












Security & Compliance Measures (1)

How we balance between freedom and control

Goal: Providing a secure and compliant Azure and AWS platform to our customers.

- Integration with the NN Active Directory services.
- SSO with multi-factor authentication.

Change control and traceability

- No manual access to Acceptance/Production Accounts.
- In case needed, only peer-reviewed JIT access.
- Everything is automatically tested and deployed via a pipeline.
- Use of Azure DevOps to track changes back to user-stories.

Security Information and Event Management (SIEM)

- Benefit as much as possible from the Azure or AWS platform native intelligent tooling (e.g. LogAnalytics / Event Hub and Security
- · Relevant logging centrally collected and forwarded to the NN SOC for NN Group level monitoring. They inform the central team or take mitigating action if needed.



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Security & Compliance Measures (2)

How we balance between freedom and control

Technical State Compliance Monitoring (TSCM) via Policies





B CIS Benchmarks™









Implementation

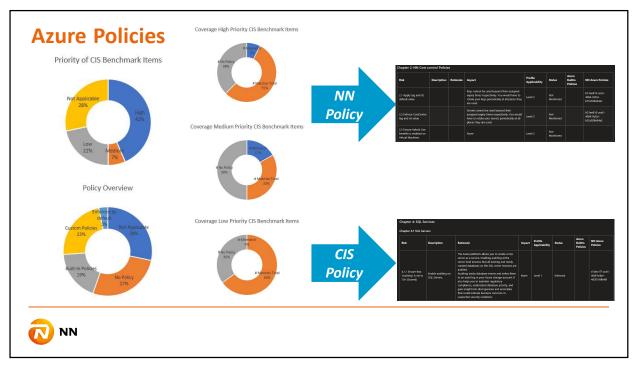
Lessons learned:

- Started manually, but lack of traceability and a lot of work → automate!
- Adopt market standards.
- When you make compliance easy, adoption and use will come all by itself.

Remember: You're not the first organization with additional compliance requirements!



NN





Key Takeaways

• Don't copy the way you do IT on-premise to Cloud.

If you want to benefit from cloud you have to do IT, and therefore also security and compliance, in a different way (people, process and technology).

• Think carefully about the risks - balance freedom and control.

We advise the central IT team to focus on mitigation by means of boundaries and guardrails, with a balance between freedom and control that fits your company and risk appetite. Allow for sufficient freedom to capture the benefits of cloud technologies.



• Automate! To be able to scale and control the environment.



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Our Next Steps

- Expand the use of the Azure and AWS platforms within NN.
- Increase the level of insight and (automated) remediation on security and compliance. Provide aggregated compliancy insights across cloud resources.
- Rethink our current scaling capabilities this will work for 500 accounts, but will it also work for 1500?
- Increase the level of knowledge and skills regarding usage of the cloud platforms.
- Improve the use and way of enabling a community model within the organization, enable the developer community to create re-usable compliant building blocks.





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