



NextWave

NextWave-Infinium

Our Amsterdam Office



AN INTRODUCTION: NextWave-Infinium THE DIGITAL ACCELERATION CONSULTANTS



Our Netherlands offices.
Edge Olympic & Edge Stadium
in Amsterdam



70+ staff across 3 offices
Amsterdam, London & Milan
Growing presence in the U.S.

A diverse Dutch based team, 25+
staff, **7** different nationalities,
8 languages spoken

7 clients in The Netherlands,
major banks and FinTech's

We combine our deep industry
expertise with the latest
technologies – to add value fast

15+ clients across our network

20+ partnerships with “best in
class” technology companies
Focused on Data, Digital,
Regulation and Sustainable
Finance

We are growing rapidly and
experienced **300%** growth last
year

The Netherlands

Our view of the market: Key Topics

Market Challenges	Client Impact	Our Response
Regulatory and compliance drivers Know Your Customer "KYC" Transaction Reporting	<ul style="list-style-type: none"> Regulatory fines Hiring of large teams to resolve both a KYC back-log and to support an on-going BAU process 	We have extensive domain expertise and a delivery track record with the major banks in The Netherlands.
ESG "Environment, Social & Governance" Specifically focused on changes in Sustainable Finance and Investment	<ul style="list-style-type: none"> ECB stress testing ECB reporting Asset exit and portfolio and balance sheet re-positioning Sustainable Lending in the context of the complete supply chain Sustainable investment and fund building 	We offer ESG focused training to senior management in banks across the Globe through our partnership with the London Institute of Banking & Finance.
GRC - Governance, risk management, and compliance (GRC) is a relatively new corporate management system that integrates these three crucial functions into the processes of every department within an organisation	<ul style="list-style-type: none"> Need to mobilise new and large programs of work to integrate/consolidate key risk, governance and compliance measures across the organisation 	We have extensive domain expertise and a delivery track record with the major banks in The Netherlands.
Economic Pressures Brexit & Ukraine	<ul style="list-style-type: none"> Changing market dynamic with the UK Inflationary pressures as a result of the on-going war in Ukraine [gas, food prices] 	We have first-hand experience of leading the Brexit programs for two major UK banks in The Netherlands. We have built a European Centre of Excellence [COE] which supports some of the industries leading Fintechs/Technology providers.
Data Better understanding in the context of KYC, Fraud, AML. TMNL [Transaction Monitoring Netherlands] established.	<ul style="list-style-type: none"> Large volumes of data need to be understood and applied to multiple use cases, so as to be able to better manage the business in a more secure, safe and sustainable manner. Use cases include KYC, AML, Fraud as well as in Credit Risk, ESG and end to end data lineage 	We have partnerships with "best in class" data focused technology companies that include Quantexa, Appian & Solidatus.
Operational Inefficiencies Extensive use of Excel Lack of oversight and control Expertise sits with key individuals [contractors]	<ul style="list-style-type: none"> High degree of Operational Risk [e.g. extensive use of Excel, and EUC [End User Compute] solutions, that are not controlled or documented Lack of oversight relating to core management processes. Challenges when scaling Increased operational costs 	Implementation of new technologies that help improve operational efficiency and reduce cost. Examples of offerings include EUC optimiser, Future of Risk and Future of Finance. We work with Appian, the leader in low-code.

Digital Transformation – What We Offer

NextWave offers a range of products and services which can help you accelerate your digital transformation

Digital Delivery Services



Digital maturity assessment

An on-line questionnaire, report and workshop with our senior leaders to assess your digital maturity.

Take the scorecard



Strategy development & execution

Industry experts to help you develop your strategy including your target state and roadmap.



Programme & project management

Experienced programme and project managers to lead and manage your transformation initiatives.



Subject matter expertise and project delivery teams

Subject matter experts with business knowledge and change skills to analyse your business problems and help you transform your processes.



Platform innovation and engineering

Engineers and technical consultants to design and build innovative bespoke solutions to meet your requirements.

Digital Acceleration Services



NextWave Nexus Methods

We have packaged our collective experience and know-how into a series of methods using platform tooling for accelerating your delivery.



Program acceleration

Senior transformation experts to review your existing programmes and to identify opportunities for improvement and accelerators.



Solutions & accelerators

A suite of technology solutions, platforms and reference architectures to help you accelerate your Strategy Execution and Digital Transformation



Transformation coaching

Coaches to prepare people and teams in your organisation for the transformation and help them learn new skills and ways of working.



NEXTWAVE-INFINIUM

OUR TRANSFORMATION CAPABILITIES IN THE NETHERLANDS

Established in 2009, our management team has extensive knowledge of the Dutch market, as well as Financial Markets and products. We have been engaged on many high profile programs of work, operating at Board level, in senior positions and have an in-depth knowledge of the London and Dutch Financial Markets. Our assignments tend to be Global in nature, meaning we have extensive experience of dealing with a wide variety of local stakeholders, cultures, regulations. Key examples of where we have, and continue to, successfully deliver extensive change include:

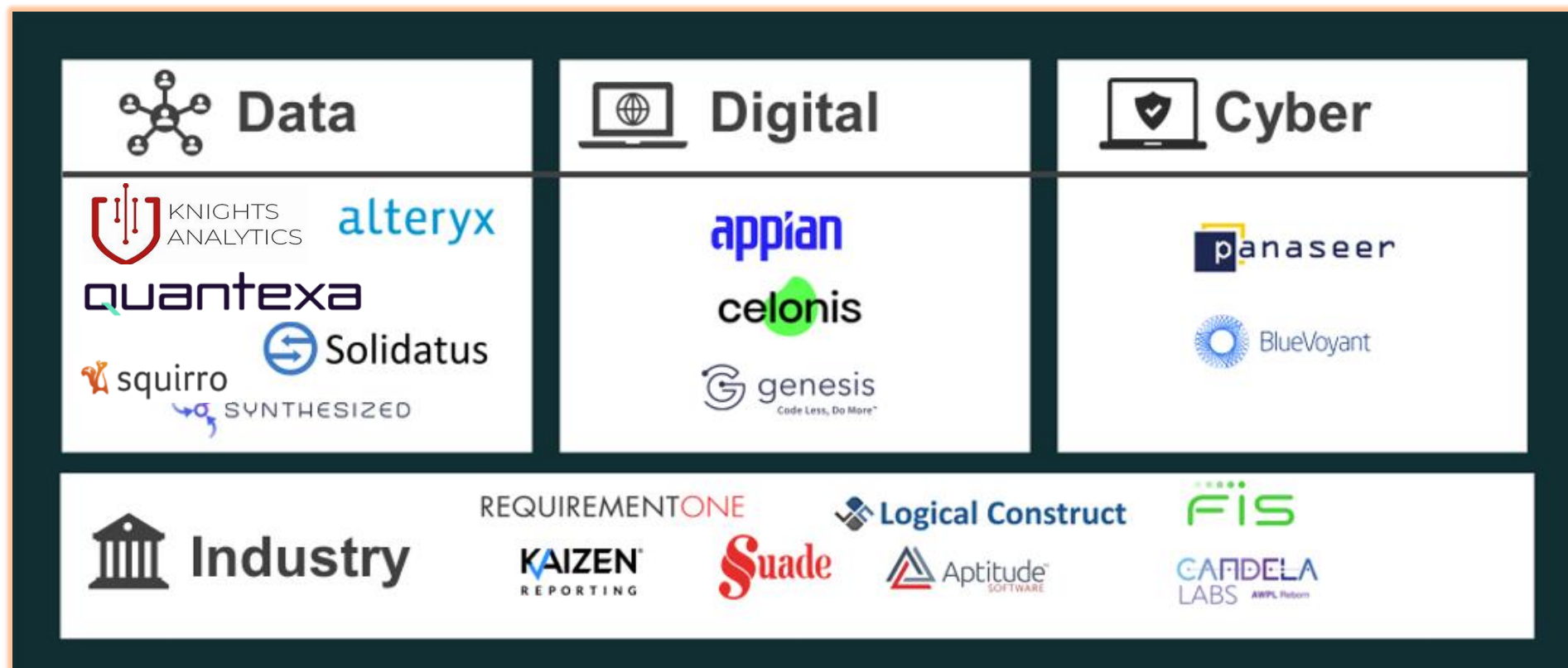
- Leading the overall banking book and related limit migration from one of the largest Dutch based banks to a major UK based bank. This migration remains one of the largest migration and integration programs in the Financial Services industry to date. Positions in excess of 120 Billion EUR were migrated.
- Managing the complete build and delivery of the group-wide [all Euro payments] SEPA platform [SCT & SDD] of a major EU bank.
- Winding down the UK Banks complete European network. 18 countries (branches and subsidiaries), in excess of 1.6 Trillion EUR in assets (larger than the entire Italian economy), 110,000 client accounts, 18,000+ clients.
- Standing up, mobilising and the delivery of a major UK banks markets and trading business in the ZuidAs business district. Involvement from day one in the initial planning, business case, detailed roadmap and execution. Successfully delivered changes to more than 120 Global systems, front to back and oversaw the successful migration of a multi asset, complex trading portfolio for a large number of client complexes/groups.
- Standing up, mobilisation and delivery of the markets and trading business for the largest Australian bank in the ZuidAs business district. Reporting directly to the Managing Board, activities have included defining the overall strategy and approach, building the overall roadmap, supporting the mobilisation of the program and dealing with complex activities that range from establishing a Target2 account through to opening new Nostros, delivering changes to more than 100 Global systems, managing a Pilot set of tests and activities, re-papering client agreements and overseeing a banking book migration.
- Lead roles in regulatory and compliance [KYC, Risk, DGS and other] programs of work in many of the major Dutch banks.



A focused partner ecosystem

We work with progressive Financial Services clients, technology platform and service partners, who are at the forefront of making financial services more effective, agile and safe. Our technology focused partners are at, or beyond, the scale up stage, and have been carefully selected based on their solutions and the best-in class technologies they use to build them.

Our FinTech partners are frequently guided by our depth of market experience, enabling them to focus on new product offerings and maximising the positive business outcomes.



appian | 2020
EMEA Innovation

appian | 2021
EMEA Innovation

quantexa PLUS
ALLIANCE PARTNER

Services & skill sets

Team focus & capabilities

1 Sector focus across buy and sell side

- Global Markets, Investment Banking, Commercial banking, Asset Management, Wealth business, Security Services

2 Divisional focus

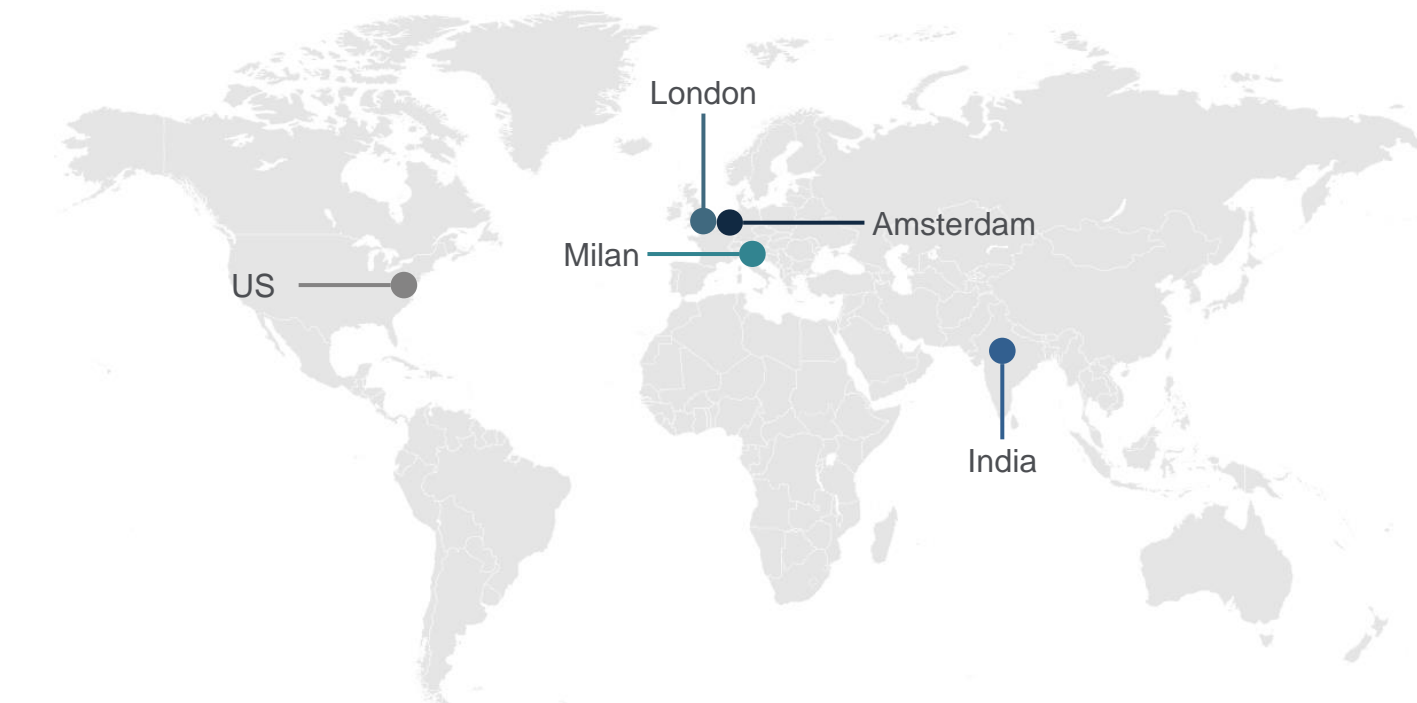
- We deliver large scale complex transformation across:
- Finance, Regulatory and Compliance initiatives
- Risk. Quants and Operational Resilience
- Technology and Data
- Surveillance

3 Capabilities

- Senior practitioners and SMEs – Leadership and troubleshooting
- Brexit: Complete entity stand-up, front to back
- Architecture, strategy and operating model
- Programme shaping and delivery – Programme, PM, BA teams
- Solution delivery – Solution design and specialist platform engineering
- People and Coaching – Team Performance optimisation

4 NextWave FS Solutions (sample)

- Model Risk Manager (MRM)
- Process Workbench
- Finance / Risk Of The Future
- Regulatory Horizon Scanning, Client onboarding automation
- Fraud, AML, Trade, Credit, Client Contextual Data Intelligence



5 Locations

- UK & EMEA focus
- Global capability via alliance eco-system

6 Alliances (Sample)

- | | |
|------------|------------------|
| • Accolite | • RequirementOne |
| • Alteryx | • Solidatus |
| • Appian | • Synechron |
| • Celonis | |
| • Quantexa | |

7 Team Sizes

- Fast mobilisation of teams of 2-20
- With transformation partners: 20 – 200

Subject matter experts and project delivery teams

Nextwave consultants are subject matter experts with business knowledge and change skills

We have experienced consultants in several locations who can work in business, technical and change delivery roles. Our consultants have expertise in many different areas.

CONSULTANT ROLES

Programme & Project Managers	Strategic Advisors & Subject Matter Experts	Business Analysts	Architects	Engineers	Technical Consultants
------------------------------	---	-------------------	------------	-----------	-----------------------

EXPERTISE

LOCATIONS

Sectors	Functions	Platforms	Projects	LOCATIONS
Banking	Risk	Appian	Efficiency & Automation	London
Capital Markets	Finance & Treasury	Quantexa	Platform Implementation	Amsterdam
Insurance	Lending	Fis	Data Governance & Solutions	Milan
Asset & Wealth Management	Compliance	Alteryx	Control Remediation	New York
	Operations	Celonis	Legal & Regulatory Compliance	India
	Technology		Operating Models	
	Security		New Business	





Social enterprise - NextWave One4One

NextWave 'One4One' social impact programme creates a paid internship in tandem with each consulting engagement, to give socially disadvantaged youngsters their first step in their careers.

One4One has helped 20 young people kick-start their careers over the last 3 years through a unique and immersive internship experience.

Our interns take part in two weeks of presentations, meetings and workshops designed to provide them with a solid understanding of Financial Markets and the changing landscape that is being driven by new technology (One4One).

Our clients, alliance partners and internal practice teams all play a part in delivering and mentoring One4one and the resulting energy and insights are dramatic.

Our One4one alumni invariably move forward to more informed higher education choices and great jobs with major firms – some of them even now work for NextWave.

To find the best candidates for our One4One programme we partner with Generation Success in the UK, a not-for-profit organisation dedicated to empowering young people of diversity to reach their career aspirations.

Our Netherlands Management Team



David Aston

David is the Founder of the NextWave Group and NextWave-Infinium Consulting and is based in Amsterdam. He has almost 30 years' experience of delivering change in Financial Services, primarily in Investment Banking and has been living and working in The Netherlands since 2004. David was a Partner at m.a.partners and was leading the Dutch business when the company was acquired by Detica in 2006. He subsequently established and grew the Dutch business of a Risk Management focused consultancy (avantage) and was one of the management team of six, that sold to Reply in 2011. Working closely with clients that included ABN Amro and RBS, David has led major change programs for clients (major loan migrations, entity wind-downs, payment (SEPA) implementations) and has played key roles in the stand-up of two major Brexit entities. David is a UK national and a Dutch resident. He speaks English, French, Italian and has a working knowledge of Dutch.



Sabrina Coenradi

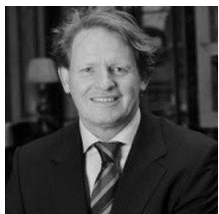
Sabrina has been a Partner since early 2021 and has worked with the business since 2019. She has an entrepreneurial background and started her first technology focused business at the age of 24. Sabrina has been working in Financial Services for the past 18 years on a variety of change management focused roles, involving delivery of large-scale regulatory change (PSD2, ILAAP, IFRS9) as, as well as designing and setting up change organisations at companies such as Heineken and Tommy Hilfiger (PVH Europe). Sabrina has delivered an improved KYC process at a large global bank that focuses on supplier onboarding (KYS) rather than clients (KYC) and has recently been working at ABN Amro on the DFC Program in Amsterdam. Sabrina is a Dutch national and speaks fluent Dutch and English.



Toby Smith-Cullen

Toby Smith-Cullen joined as Partner in April 2022 and has about 20 years-experience in driving transformation and innovation. He started his career in 2003 with Accenture focusing on financial services.

In 2006 he joined ABN Amro UK (later RBS) where he subsequently had various roles in London and Hong Kong mostly to do with executing strategy and delivering change. His last role was in the UK where was the head of business management for EMEA Prime Services. After RBS, Toby took an external consulting role in 2014 prior to joining ING in Amsterdam in 2016. Here Toby helped set-up the global transformation office for the managing board of ING. As part of this, he managed the 'Obeya' team that provided the transparency on the global programmes within ING. Following this role, he became the ING Fintech partnership lead overseeing and connecting businesses to high impact Fintechs. Toby is a dual Dutch and British national and speaks fluent Dutch and English.



Jon Moore

Jon is the non-executive Chairman and the CEO of Bloomberg NEF in the UK. Based in London, Jon has more than 35 years of executive management and consulting expertise in the Financial and ESG sector.

Starting his career with JP Morgan, Jon then worked with Accenture, leaving to establish m.a.partners in 1997. The business was subsequently sold to Detica. Jon then took a lead sales role at New Energy Finance, that was then acquired by Bloomberg in 2009. Since leading NEF, Jon has successfully grown the business to in excess of 250 heads with offices in London, New York, Singapore and Sydney. Jon performs an advisory role for the Dutch business, supporting the management team in strategy setting and growth plans.



Yann-Pablo Terreyre

Yann-Pablo is a Partner with more than 17 years experience delivering complex change in Financial Markets & Services. Specialised in delivering mission critical programs of work for major Financial Institutions, in Paris, London and Amsterdam. His experience means he is able to act as the bridge between Business and Compliance, Business and Technology and Group and Local entities. He has been involved in the delivery of numerous programs all with a tight timeframe and budget constraints, and has delivered feasibility studies, gap analysis, and process mapping activities. As a result, he has been able to build up detailed content knowledge in various regulatory frameworks: KYC, AML, Basel IV, MiFID II, Dodd-Frank, BCBS239. Yann is a French national and speaks fluent French and English.



Erik Rowbotham

Erik is a Partner with extensive experience of operating at Board-level and has 10 years+ in the financial services industry in the Netherlands and the UK, performing roles such as product ownership, project/program and (technology) change management, and client relationship management. This has involved collaborating with senior stakeholders (managing board members, steering committees, tribes/areas, etc.), building teams, and solving problems. Erik mentors individuals, stakeholders and multi-functional teams, whilst empathetically introducing change, governance and structure.

Erik has worked with the Royal Bank of Scotland (RBS), HSBC, the London Stock Exchange Group (LSEG), and Rabobank. Erik is a British national, based in The Netherlands, who has worked internationally, with many different nationalities and cultures.



Anouk Terlouw

Anouk leads our people practice. With extensive experience of operating at Board-level and in the financial services industry in the Netherlands and Italy, Anouk has held senior roles at ING, Unicredit, Commonwealth Bank of Australia and Fibr.

Anouk has an in-depth understanding of Dutch labour law and has played key roles in helping banks and Fintechs hire teams and build their businesses.

Anouk is a Dutch national, based in The Netherlands, and is fluent in Dutch, English and Italian.

Contact Us



Netherlands (Amsterdam)
Infinium Consulting B.V.
Fred Roeskestraat 115
Amsterdam
info@infinium.consulting



Italy (Milan)
NextWave Consulting Italia S.r.l.
Via dell'Annunciata, 23/4
20121, Milan , Italy



United Kingdom (London)
NextWave Consulting Ltd
71-75 Shelton Street, Covent
Garden, London WC2H 9JQ
info@nxwave.co.uk



New York

Opening in H2 2023