

# THE JOYS AND SORROWS OF AI IMPLEMENTATION



MARTIN MÜNCH,



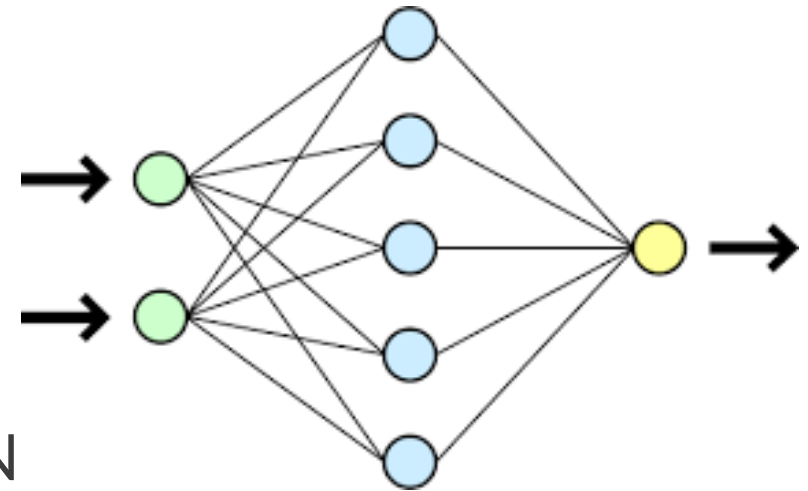
# DATA SCIENCE DEPARTMENT

- DATA SCIENCE & MACHINE LEARNING
- 3 TEAMS OF DATA SCIENTIST AND ML ENGINEERS
- 1 TEAM OF BUSINESS INTEGRATORS
- COMPETENCE CENTER FOR AI FOR THE WHOLE CSOB GROUP



# JOY: PROPENSITY MODELING

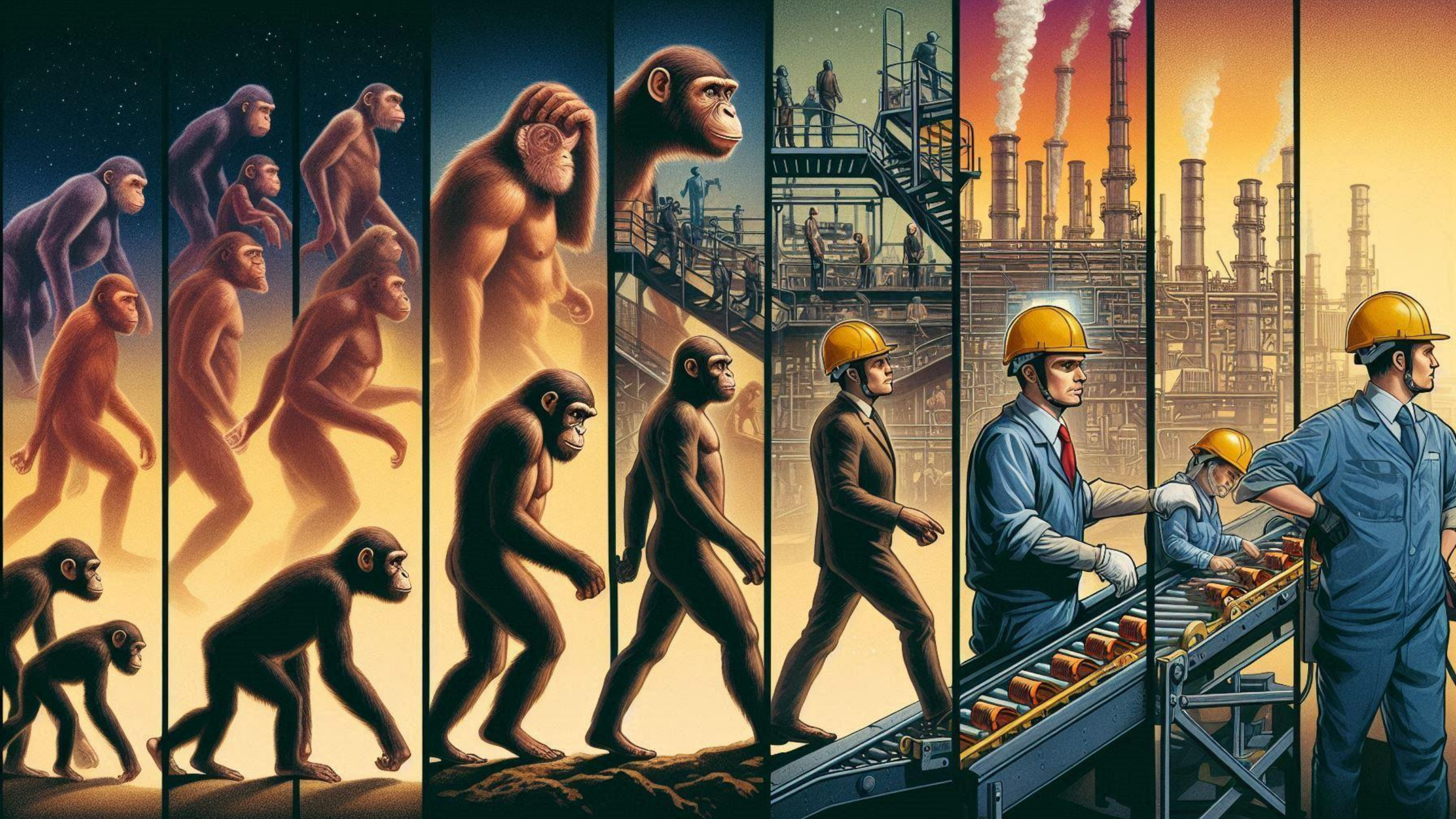
- PROPENSITY TO BUY
- 2006 FIRST USE CASE
- 2017 FIRST NEURAL NETWORK IN PRODUCTION



# SOROW: MiFID CHECKS

- OBLIGATION TO CHECK INVESTMENT CALLS
- 2019 PRODUCTION
- MODEL-AS-A-SERVICE





# GOOGLE

„THE GOAL OF RESEARCH AT GOOGLE IS TO BRING SIGNIFICANT, PRACTICAL BENEFITS TO OUR USERS, AND TO DO SO RAPIDLY, WITHIN A FEW YEARS AT MOST“

GOOGLE'S HYBRID  
APPROACH TO RESEARCH  
(2012)

# GOOGLE

GOOGLE'S APPROACH TO RESEARCH IS ITERATIVE AND  
USUALLY INVOLVES WRITING PRODUCTION CODE  
FROM DAY ONE.

...

GOOGLE'S HYBRID  
APPROACH TO RESEARCH  
(2012)

# GOOGLE

...

TYPICALLY, A **SINGLE TEAM** ITERATIVELY EXPLORES FUNDAMENTAL RESEARCH IDEAS, **DEVELOPS** AND **MAINTAINS** THE SOFTWARE, AND **HELPS** OPERATE THE RESULTING GOOGLE SERVICES – ALL DRIVEN BY REAL-WORLD EXPERIENCE AND CONCRETE DATA.

**GOOGLE'S HYBRID  
APPROACH TO RESEARCH  
(2012)**





# The Unicorn Project

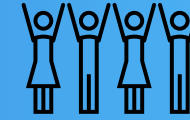
A Novel about Developers,  
Digital Disruption, and  
Thriving in the Age of Data

Gene Kim  
*Author of The Phoenix Project*



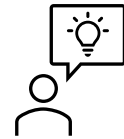
# The Phoenix Project

# ČSOB FRAMEWORK



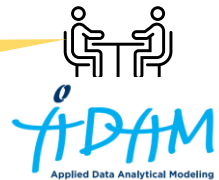
PUT CLIENTS CENTRAL

'BUILD' AND 'BUY' AI MODELS!



SCOPE

TRUSTED AI QUESTIONNAIRE



HIGH LEVEL LEGAL & COMPLIANCE ADVICE

APPROVE

BUILD/BUY AI MODEL



MONITOR

YEARLY "MODEL RISK MANAGEMENT" CHECKS

DEPLOY

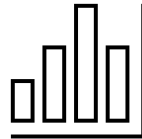
FINAL LEGAL & COMPLIANCE ADVICE

CONFIRM

PILOT

# ČSOB FRAMEWORK

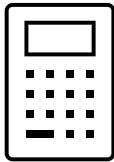
WHAT



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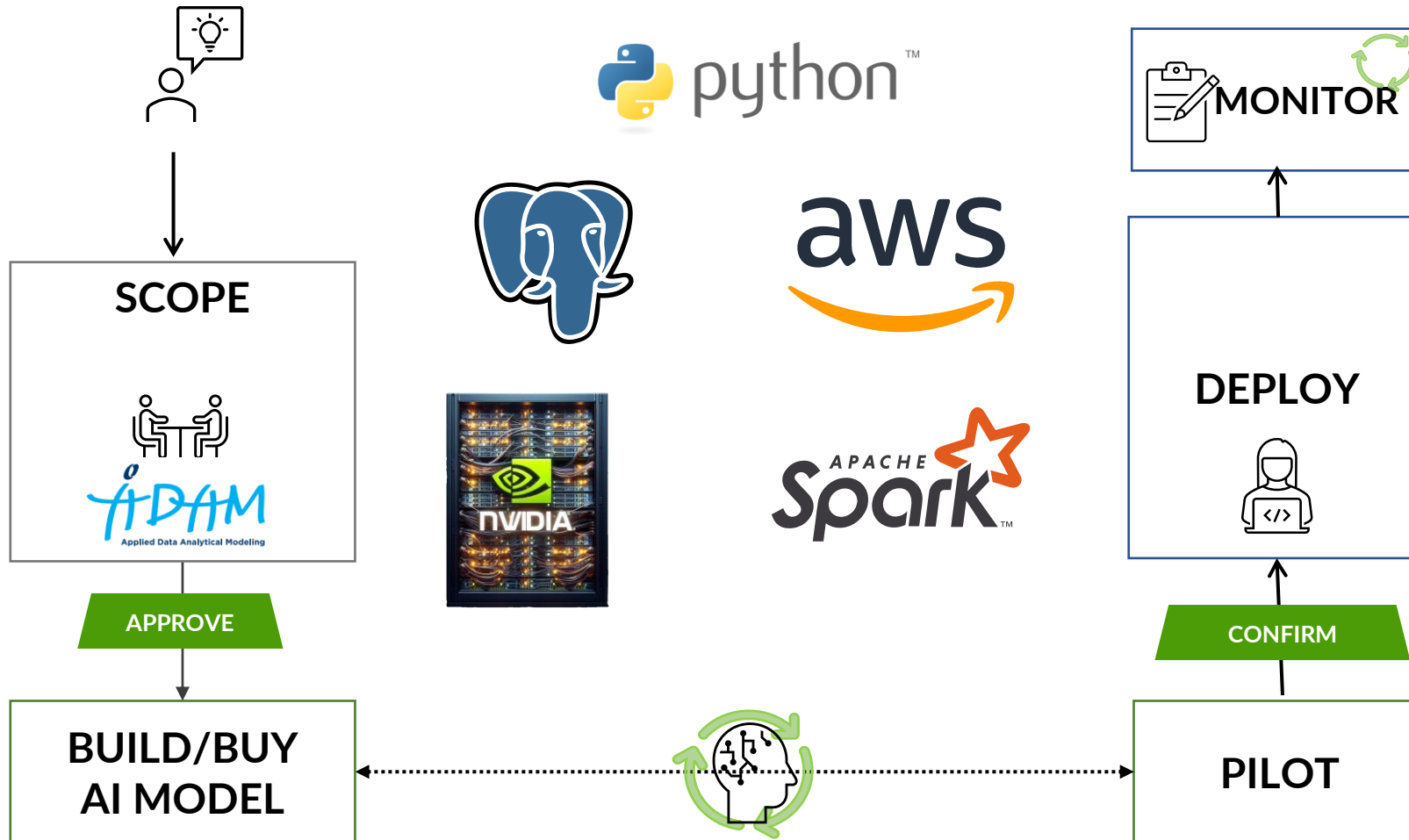
HOW



REGULATORY CHECKLIST



# ČSOB FRAMEWORK





# MARKETING OPTIMIZATION

- JOY OR SORROW?
- BUY OR BUILD AN AI SOLUTION
- ITERATIVELY DISCOVER BUSINESS REQUIREMENTS



# GEN AI in AML

- JOY OR SORROW?
- BELETRIZATION OF DATA
- INTRODUCTION OF LLMS INTO PRODUCTION LINE



# GEN AI in KATE

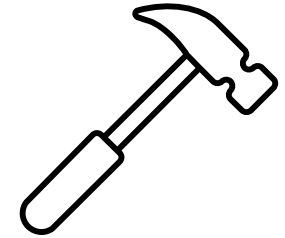
- JOY OR SORROW?
- SPLIT INTO 4 CASES ON THE LINE





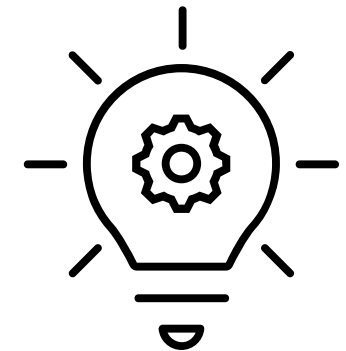
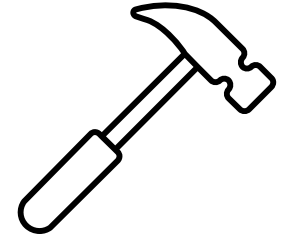
# TAKEAWAYS

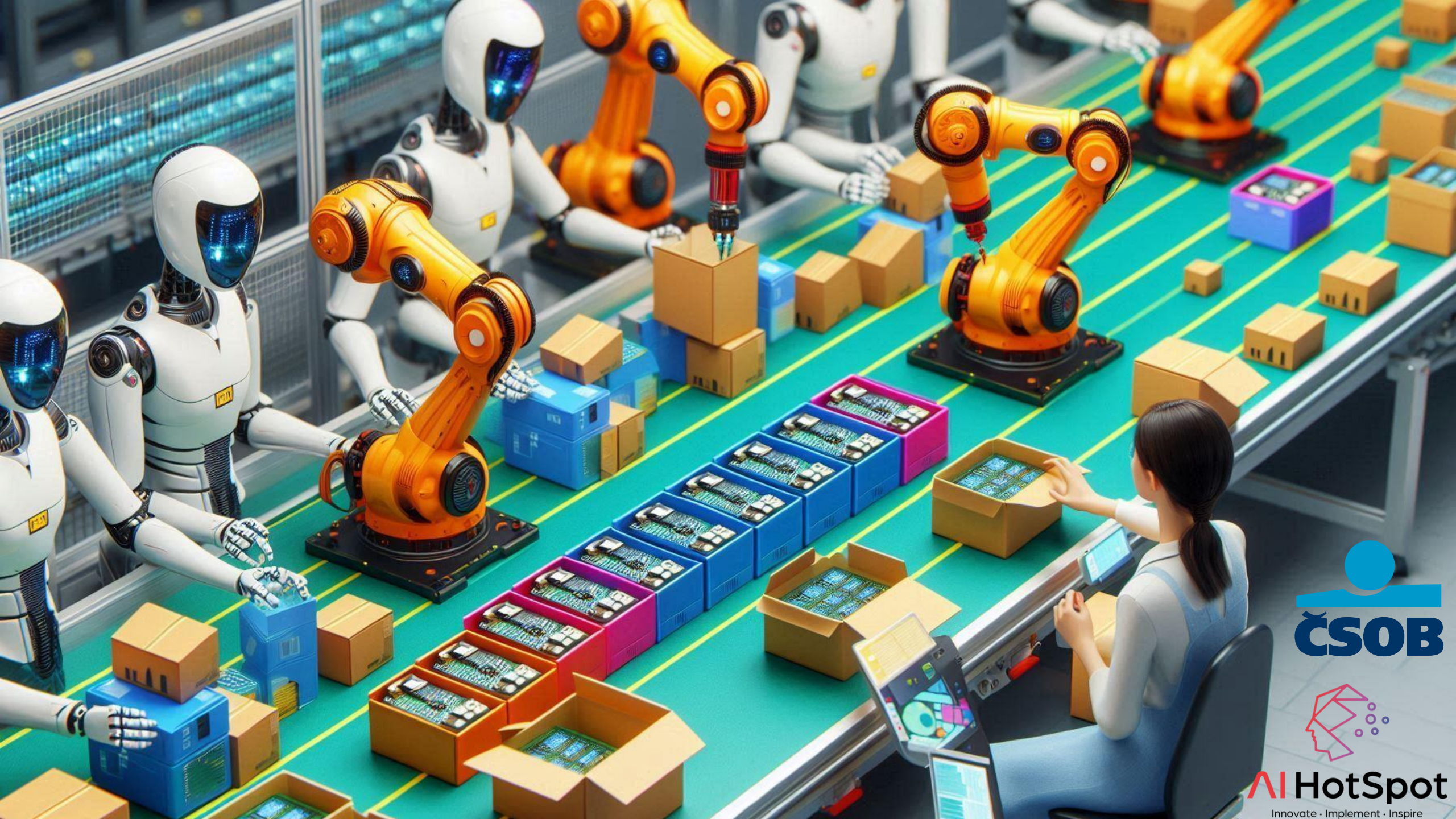
- AI IS „JUST“ ANOTHER TOOL



# TAKEAWAYS

- AI IS „JUST“ ANOTHER TOOL
- SMART CENTRALIZATION
  - MAPPING OF COMPANY CHALLENGES (BIs)
  - CONTINUOUSLY PERFECTED PRODUCTION LINE (MLEs)
  - DEEP TECHNICAL AND DOMAIN KNOW-HOW (DSs)





**AI HotSpot**

Innovate · Implement · Inspire