

How I played with the wrong kids on the school yard and cofounded a tech bank

By Peter Grosskopf

**This talk is a personal story
about change and
technology <3**



Hi, I'm Peter. I'm a Banker!

Developer, founder, creative guy
Joined solarisBank end 2015 as CTO

Hard to change
course

Slow

Inflexible

Old fashioned
services

High fixed
costs

Traditional Bank

Old technology



A vintage VT100 terminal with a beige casing and a black keyboard. The screen displays a list of files and directories in a monospaced font, including names like 'VT118J.SYS', 'ML.SYS', 'TSXND.SAV', and 'HARRIS.SAV'. The text is overlaid with large, bold, yellow letters.

Legacy Systems
Mergers
Lack of Innovation
Waterfall
Hierarchies and Silos
Compliance Driven
„Innovators Dilemma“

WELCOME
TO
HELL



**Why do humans leave
something good behind?**

„This is not the end. It is not even the beginning of the end. But it is, perhaps, the end of the beginning.“ *

* Winston Churchill

FULLTIME EMPLOYMENT #WTF



HITFOXGROUP



FINLEAP
THE FINTECH ENTREPRENEURS

Bank

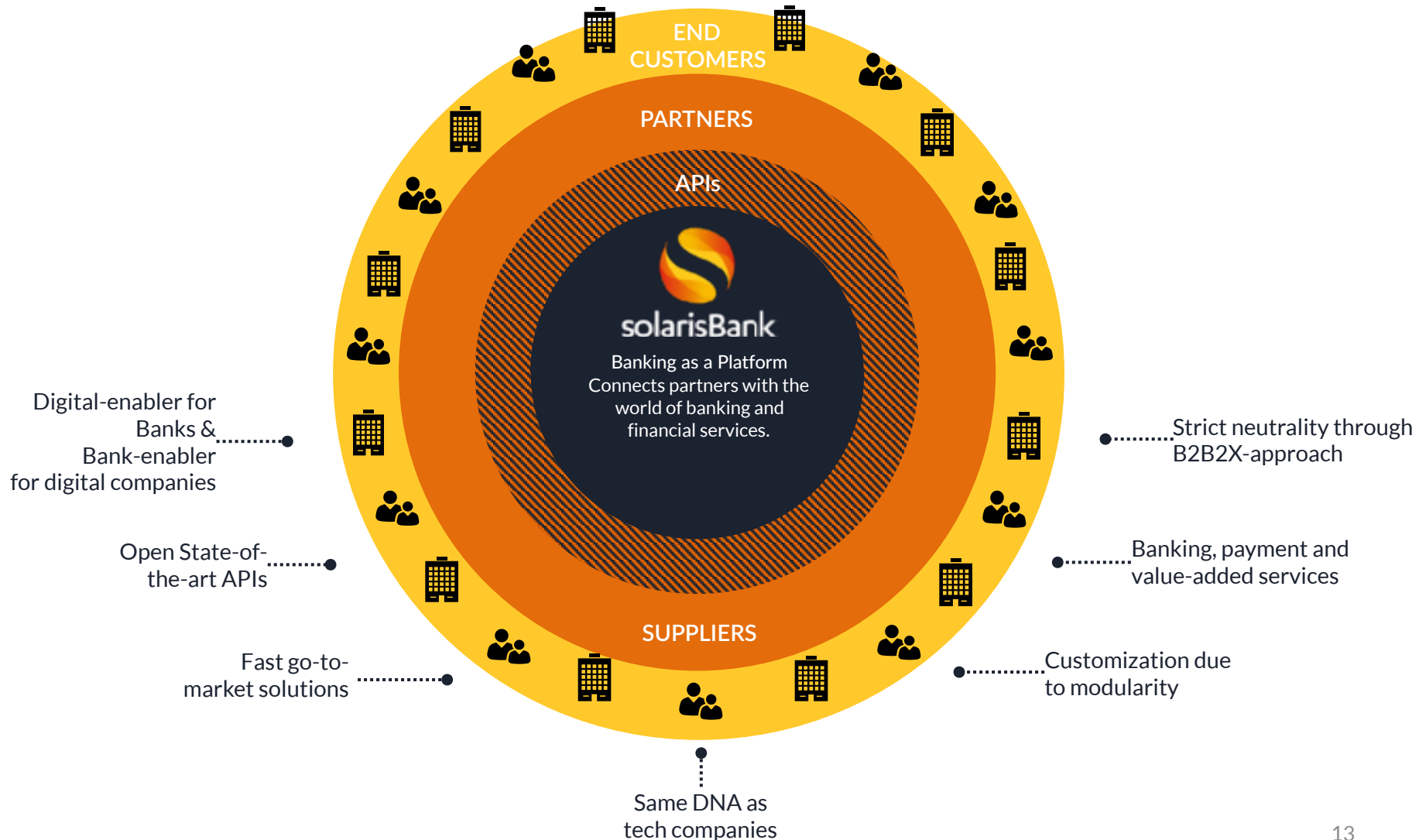


Startup



Need to change ...

solarisBank as the first European Banking-as-a-Platform



solarisBank as the first European Banking-as-a-Platform

founded in
March 2016

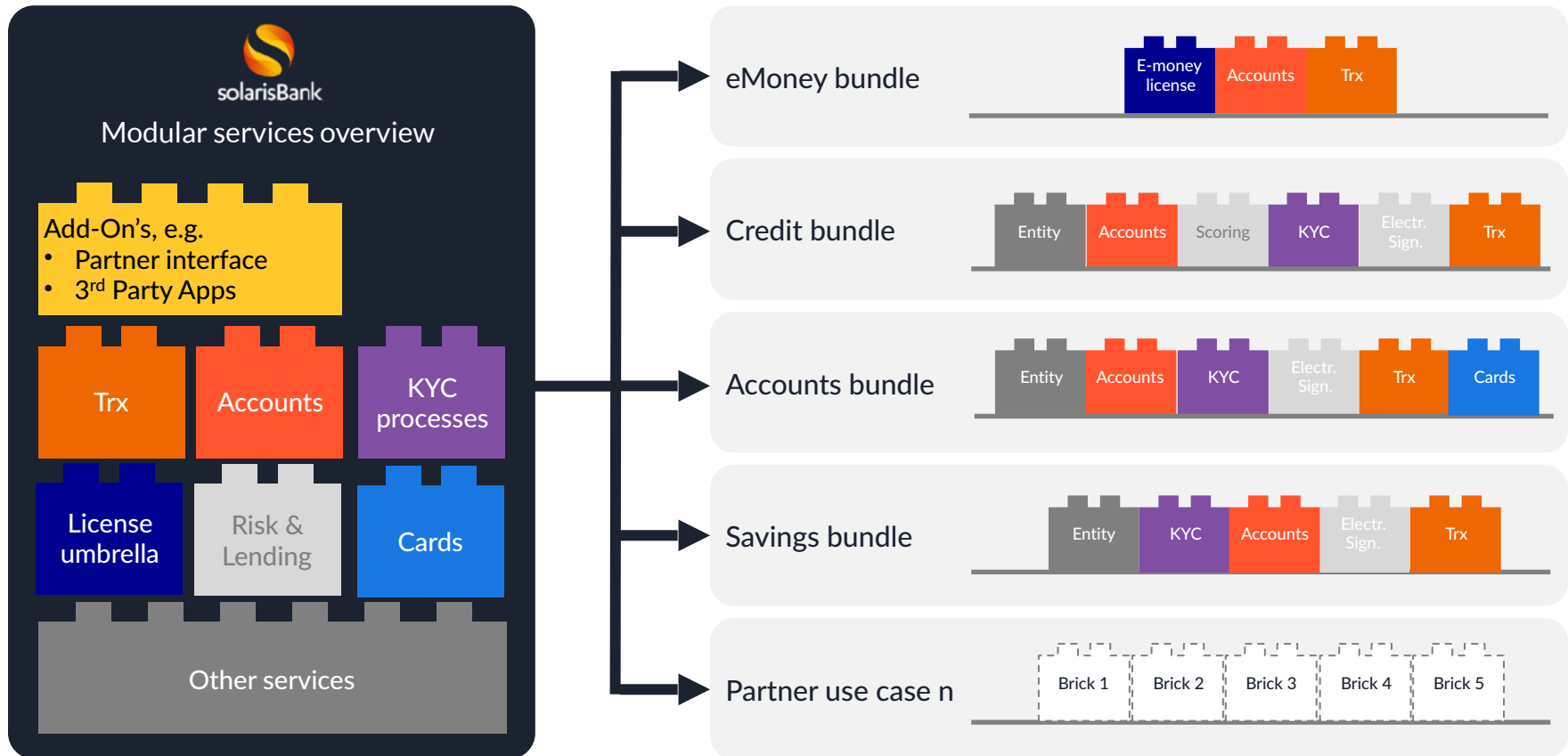
headquartered in
Berlin

received German
banking license
in under 10
months

about 70
employees
(> 50% tech)

already
passporting into
five countries

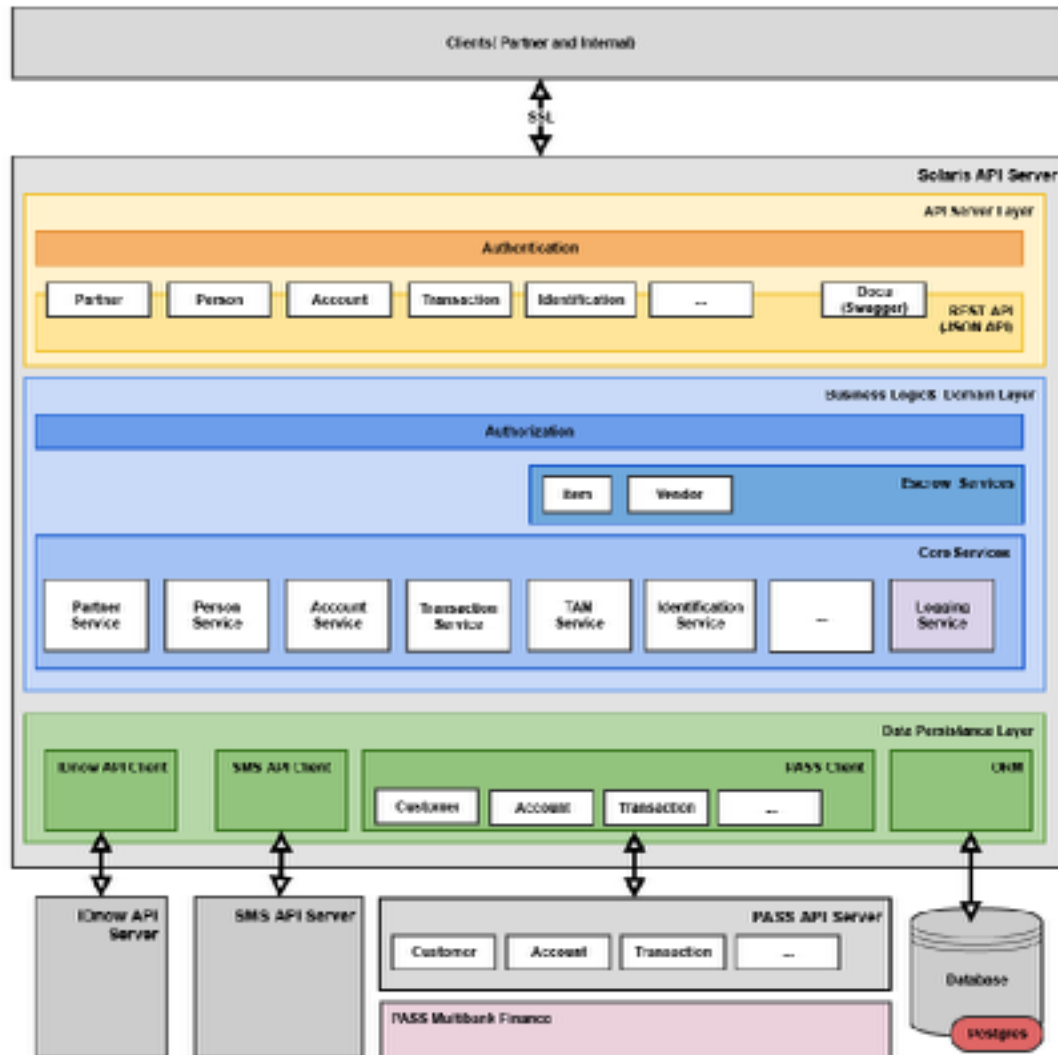
Modular approach fits diversity of partner business models



solarisBank components are combinable to respond to business needs of diversified portfolio of partners:

- Full flexibility for Partners due to modular services
- Adding other / new services always possible at low cost / complexity

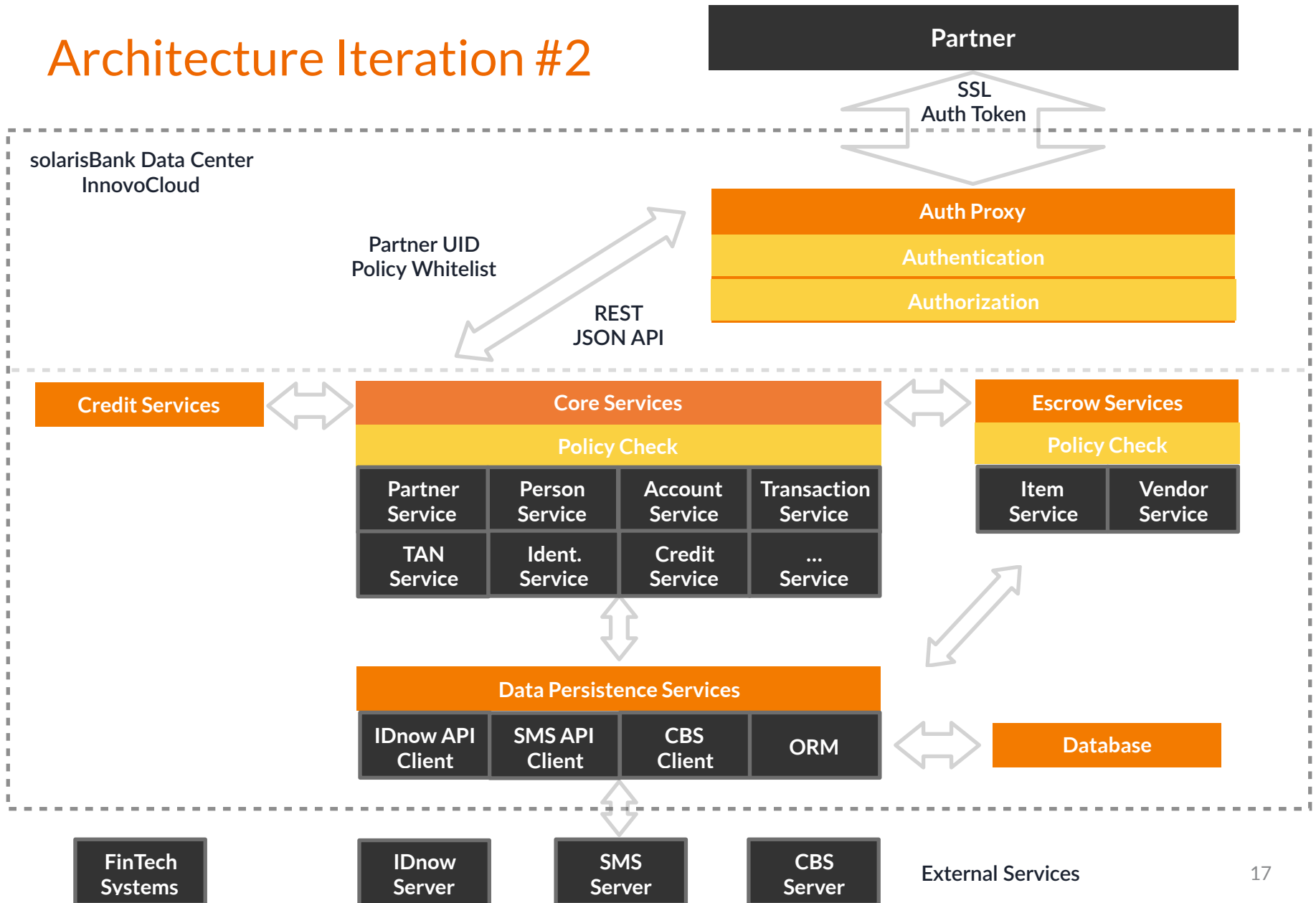
Start small and simple (early 2016)



Success Factors:

- Ruby based
- Monolith first
- Domain Layer as Core Asset
- First revenue one month after EZB full banking license got issued

Architecture Iteration #2



Monolithic vs Microservices

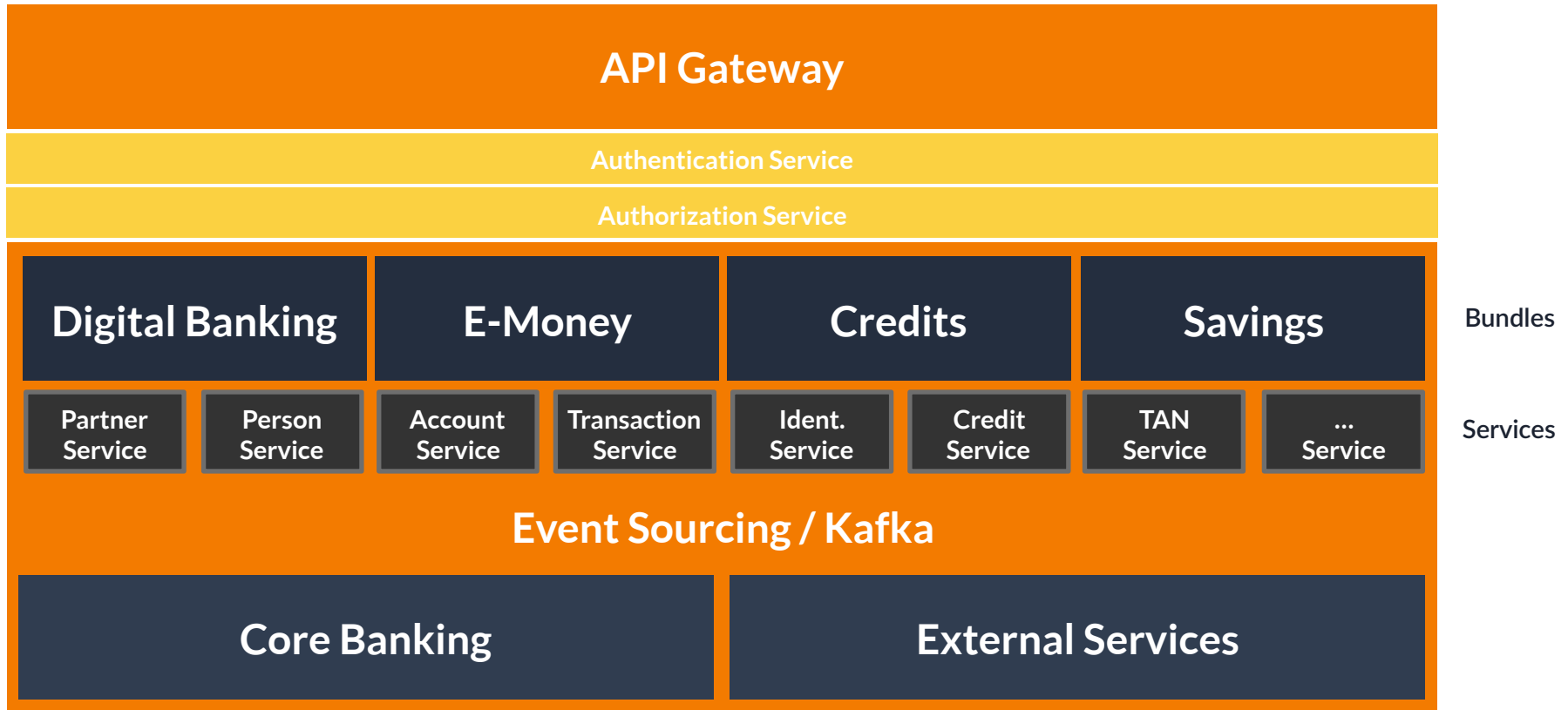


Monolithic

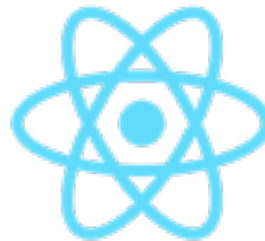


Microservices

Architecture Iteration #3



„Modern“ Tech Platform



Why I love what I do?

- Huge business potential for a challenger bank
- Big technical challenge
- Many opportunities to make things different (full automation, „compliance as code“)
- Enforced professionalism driven by compliance and regulation
- Parents love it 😊

My learning over the years

- Don't reinvent the wheel in the beginning of a project
- Build for now, prepare for later
- Embrace change. Be curious. Try new things.

**Play with other kids. You can
learn from them and discover
new lands**

Thank you for your attention!



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