

Delivering Value While Behind Enemy Lines

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Adaptive Financial Consulting

Who
What
Where
How
Why

Who Adaptive

Not product,
nor enterprise,
but consultants.

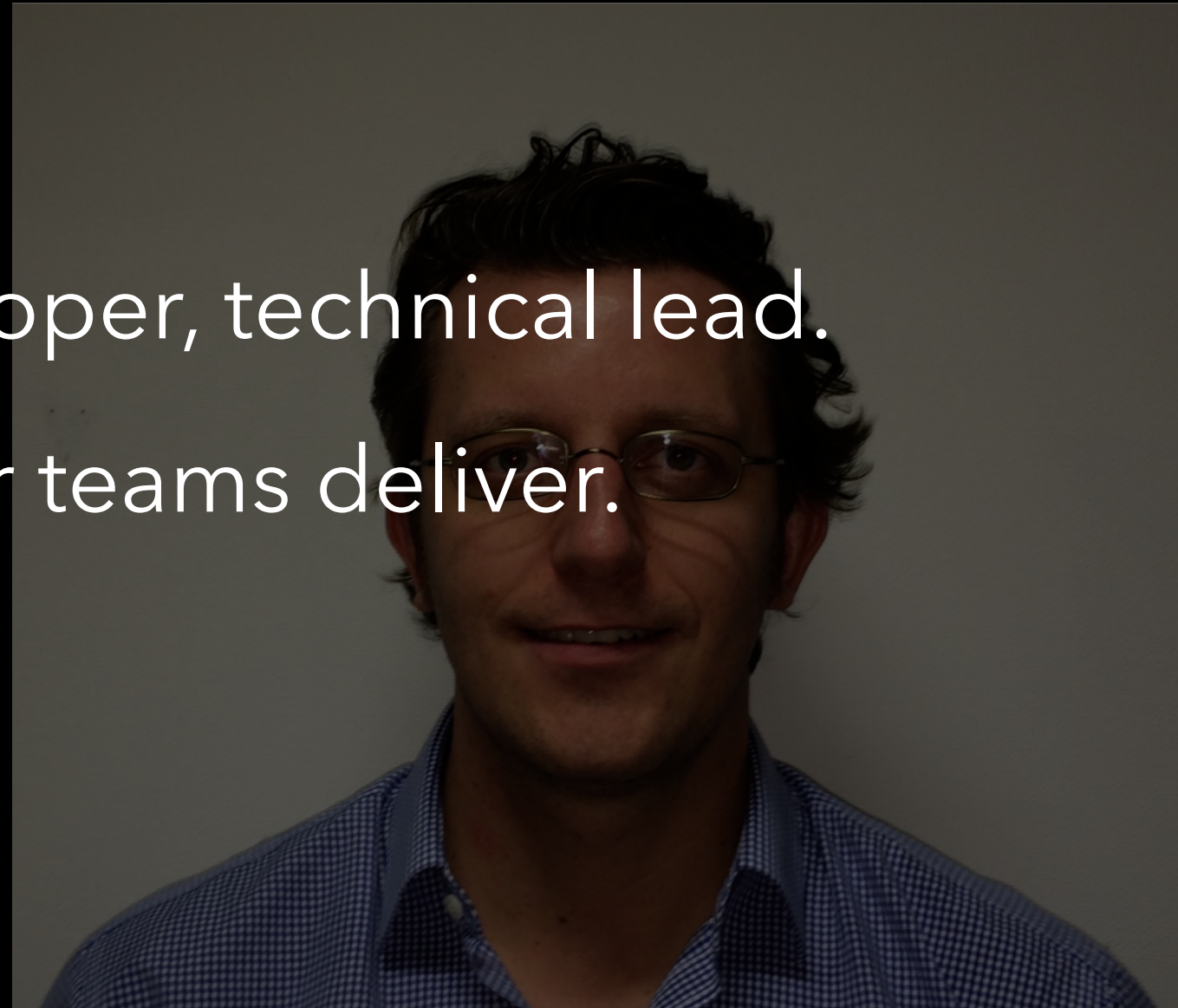


Who

Me

Previously: developer, technical lead.

Now: helping our teams deliver.



Who

Us

Senior consultants acting as
technical architects,
senior developers,
team leads.

What

Delivering Value While Behind Enemy Lines



What

Not just development.

It (unfortunately) takes more than engineering to deliver value.

What Reactive Trader

Event driven,
streaming,
high frequency..



GBP / JPY

SELL 184. **67** 8 ▲ 1.8 BUY 184. **69** 6

GBP 1,000,000 SP

EUR / AUD

SELL 1.49 **99** 2 ▼ 0.6 BUY 1.49 **99** 8

EUR 1,000,000 SP

NZD / USD

SELL 0.67 **25** 4 ▼ 1.6 BUY 0.67 **27** 0

NZD 1,000,000 SP

EUR / JPY

SELL 133. **22** 0 ▲ 0.4 BUY 133. **22** 4

EUR 1,000,000 SP

EUR / CAD

SELL 1.48 **50** 8 ▼ 3.0 BUY 1.48 **53** 8

EUR 1,000,000 SP

EUR / USD

SELL 1.09 **42** 5 ▲ 2.4 BUY 1.09 **44** 9

EUR 18,000,000 SP

AUD / USD

SELL **79** ▲ 1.4 BUY **80**

ID	DATE	DIRECTION	CCYCCY	NOTIONAL	RATE	STATUS	VALUE DATE	TRADER
312	2-Aug 22:20:56	SELL	EURAUD	1,000,000 EUR	1.50035	Done	SP. 04 Aug	NGA
311	2-Aug 22:20:53	SELL	GBPJPY	1,000,000 GBP	184.685	Rejected	SP. 04 Aug	NGA
310	2-Aug 22:20:47	SELL	EURJPY	1,000,000 EUR	133.23	Done	SP. 04 Aug	NGA
309	2-Aug 22:20:42	SELL	EURUSD	18,000,000	1.09401	Done	SP. 04 Aug	NGA



Where

...behind enemy lines...

Where

Big investment banks,
Small investment banks,
FinTechs,
Hedge funds..

Wide range of cultures.

Where

Big organisation struggling to get ~~something~~ anything done.

Huge amount of inherited technology, infrastructure and practices.

Brought in by one of two groups, business or IT.

Where

Lots of competing forces.

History v. Culture v. Incentives

Where

Culture, past behaviour, current behaviour, and bananas..

Where

Bad Signs

- Architectural review boards and project codes
- Simple things are hard
- Change control

How

Getting a project up and off the ground is different from staying in flight.



How

Agile (or any process) v. the organisation

How

Observe

Orient

Decide

Act

-- John Boyd



How

Introduce yourself to everyone and start building relationships, before you write a line of code.

Some people will be for you, some people will be against you, and some people just won't care.

How

Understand the big picture.

Cost v. Revenue

Change v. Stability

How

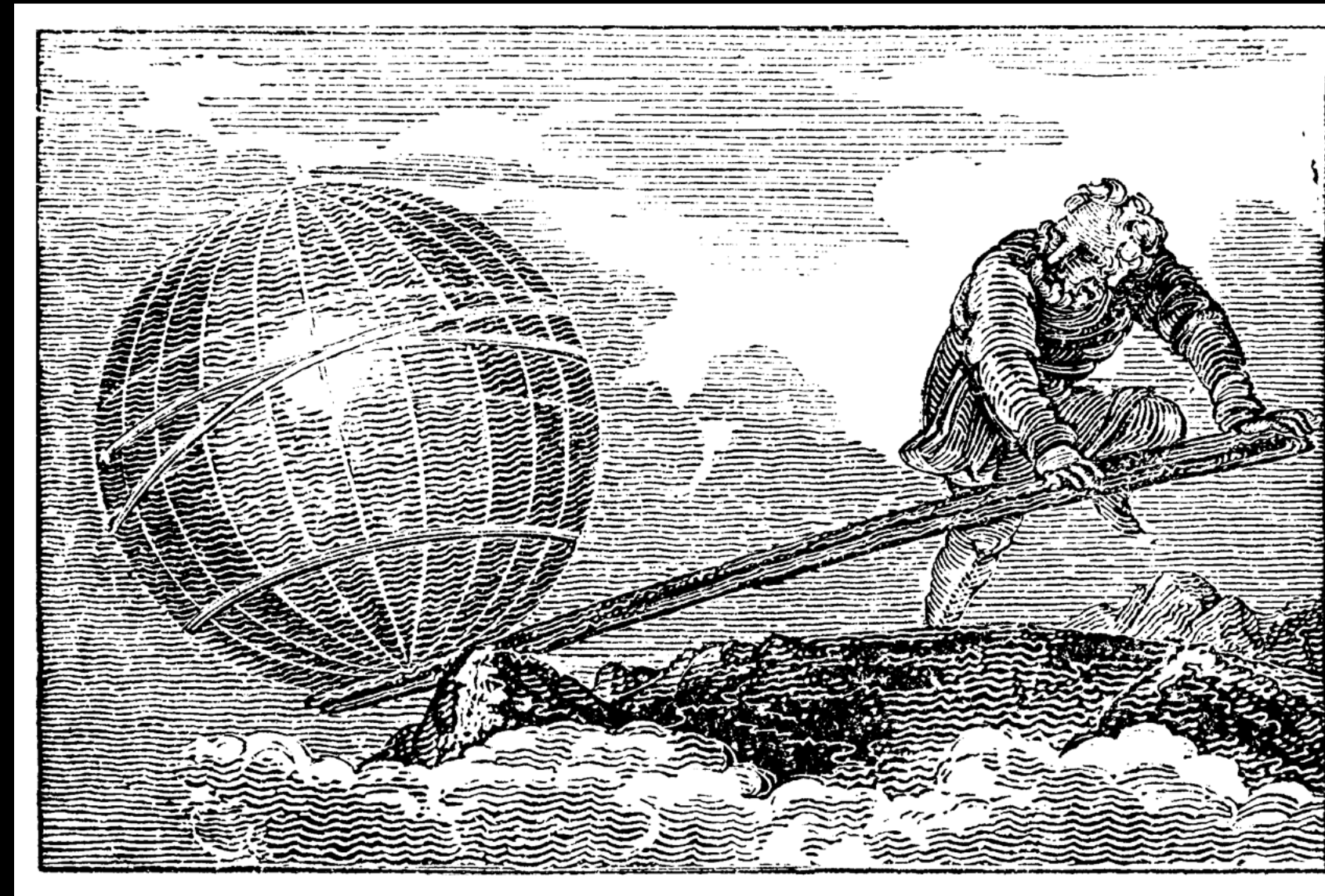
Time available to build trust is very short.

Demo something fast.

How

Use a fulcrum.

Give me a place to stand, and a lever long enough, and I will move the world.
— Archimedes



How

Don't ask a question that you don't want to know the answer to.

How

The rules are there for those that cannot reason.

How

Don't play politics.

How

Be prepared to go to war.

How

Don't delay bad news.

How

Find allies,
get them on side,
and create a team.

How

Bring positive change to the environment.

Why

Easiest path is to go head down and code,
ignoring everything else...

...but it has a multiplying effect on engineering value.

Why

Delivering real value takes more than just engineering..

..and successful delivery is its own reward!

Thank You!

Questions?

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