Network governance for a global financial institution spanning 20+ carriers and 1,500+ services

A Fortune 100 financial institution across multiple global regions and time zones replaced a fragmented, team-siloed network environment with a single governed system of record — reducing cost, enabling automation, and unblocking an internal AI initiative that had stalled on untrustworthy data.

INDUSTRY
Financial Services | Global Banking

FOOTPRINT
1,500+ Services | 20+ Carriers

REGIONS
N. America | Europe | Asia Pacific

SOLUTION
Sakon Network360

1,500+	20+	6	0
SERVICES	CARRIERS	DIVISIONS	TRUSTED SOURCES
Under management	Globally integrated	Now on one system	Before Network360

BACKGROUND

A fragmented network environment that had outgrown its teams

This Fortune 100 global financial institution manages 1,500+ network services across 20+ carriers in North America, Europe, and Asia Pacific. The network procurement function had fragmented into six division teams — each operating independently with its own data, processes, and carrier relationships. A separate internal system managed a large partner branch network that procurement had no visibility into. Audit requests took days of manual effort and arrived unreliable. An internal AI initiative stalled immediately on data it could not trust. And senior leadership had set explicit targets: reduce the team headcount and automate — neither achievable without a governed foundation to build on.

MARKET CONTEXT | INDUSTRY-WIDE PRESSURES BEHIND THIS INITIATIVE

$600B
Banks spend this globally on technology yet labor productivity in key markets is declining
MCKINSEY GLOBAL BANKING REVIEW, 2024

60%
of procurement leaders lack time for strategic work because manual tasks dominate their day
DELOITTE PROCUREMENT SURVEY, 2024

90%
of manual data-entry errors preventable through automation in finance operations
MCKINSEY PROCUREMENT TRENDS, 2024

THE CHALLENGES

Six compounding challenges across visibility, governance, and operational control

Each challenge reinforced the others — decentralized teams meant no shared record, no shared record meant manual reporting, and manual reporting meant decisions were built on whoever had assembled the most recent spreadsheet.

CHALLENGE 01

Decentralized Teams, No Single Record

Six division teams across multiple time zones each managed procurement independently. No shared inventory, no common data model, no consolidated view of services, spend, or ownership.

60% of procurement leaders lack time for strategic work because manual tasks dominate their day | Deloitte, 2024

CHALLENGE 02

Invisible Partner Branch Network

An internal system managed a large partner branch network — but procurement had zero visibility. Services at partner locations were untracked, unreconciled, and outside any governed process.

43% of enterprise technology spending goes unmanaged without centralized visibility | Flexera, 2024

CHALLENGE 03

Audit and Reporting Failures

Stakeholder reports required days of manual cross-team reconciliation and arrived with so many accuracy caveats that leadership had stopped trusting the numbers entirely.

40–60% of manual asset records become inaccurate within three months | IT Asset Mgmt Assoc., 2024

CHALLENGE 04

Executive Pressure to Cut Cost and Automate

Senior leadership set explicit targets: reduce the network team and automate manual workflows. Without a governed system, neither target was achievable — manual effort was the only thing keeping operations running.

$600B spent by banks on technology yet labor productivity in key markets is declining | McKinsey, 2024

CHALLENGE 05

An Internal AI Initiative Blocked by Bad Data

The organization launched an AI programme targeting spend intelligence and efficiency. It stalled immediately — the network data was too fragmented and unreliable to serve as model input.

Global banks projected to invest $73.4B in AI by 2025 — data quality remains the primary execution barrier | CoinLaw, 2026

CHALLENGE 06

Limited Spend and Contract Visibility

No consolidated view of carrier spend, contract terms, or expiration dates across the portfolio — limiting the ability to manage renewals, benchmark rates, or identify cost-reduction opportunities.

90% of manual data-entry errors preventable through automation | McKinsey, 2024

> **“The data existed — but we had no way to trust it, no way to aggregate it across divisions, and no way to act on it. Every stakeholder report was a negotiation about whose numbers were right. That is not a data problem. That is a governance problem.”**

VP OF NETWORK INFRASTRUCTURE | GLOBAL FINANCIAL INSTITUTION

Sources: McKinsey Global Banking Annual Review 2024 | Deloitte 2024 | IT Asset Management Association 2024 | Flexera/Time2Accelerate 2024 | CoinLaw AI in Banking Statistics 2026 | Customer identity anonymized.