



Fusion Adopt

# Delivering successful implementations

Proven, best-practice implementation



## New approach

# Fusion Adopt – A new approach to implementation

Fusion Adopt is designed to make sure your Finastra solution is implemented on time, on budget and in line with your requirements.



### Maximize ROI

With Fusion Adopt, you achieve faster time to value. Tooling and automation increases efficiency and reduces cost and time to deploy. Effective training equips your staff for success and drives software adoption.



### Mitigate risk

Proven best practices maximize predictability, while specialist expertise, backed by the full Finastra organization, minimizes disruption to your team and accelerates issue resolution.



### Increase agility

Fusion Adopt ensures an effective foundation for agility which enables you to pursue your evolving business priorities. Connection to FusionFabric.cloud provides new avenues to innovate faster, accelerate growth and increase efficiency.

//  
**On average, large IT projects run 45% over budget and 7% over time, while delivering 56% less value than predicted."**

**McKinsey**

## Maximize ROI

# Achieve full value from Finastra solutions

## Deploy faster and more efficiently



### Fusion Blueprints

Accelerate time to value and reduce cost of deployment. Built on Finastra's extensive experience, Fusion Blueprints ensure projects are aligned to best practice and deployed fast:

- Pre-prepared process workflows and test cases
- Pre-configured, pre-integrated baseline application model
- Implementation toolkit – accelerators, standard plans and migration tools
- Standard integration



### Powerful tooling and automation

Increase efficiency to reduce cost and time to deploy. Finastra's tooling and automation reduces the resources you need for implementation and helps to:

- Accelerate project planning in line with best practice
- Automate system install and database configuration
- Speed up data migration
- Shorten UAT phase, reduce manual testing effort and increase accuracy



### Realize ROI and drive adoption with effective training

Fusion Adopt includes comprehensive training that is aligned to your needs and designed to ensure you maximize value from your solution:

- Design of a training program based on a training needs analysis
- Early product familiarization for key stakeholders
- Staff equipped for success with training during the project
- Readiness ensured by training super-users

Options are available to drive ongoing adoption through refresher, onboarding and "What's New" training.



### Invest in an approach that drives business success

Our new delivery methodology Fusion Transform fosters deep engagement with the client and establishes their desired business outcomes at the outset, putting the customer at the core of application design and build. Your account manager will discuss your options with you. Benefits include:

- Reduced ongoing TCO
- Higher quality deployments and greater maintainability
- Improved overall operational experience and risk reduction
- Increased agility for future change

## Mitigate risk

### Leverage best practice and expertise

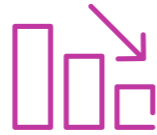
Maximize predictability, minimize disruption, drive better outcomes and increase resilience.



#### Best Practice Approach

Underpinned by rigorous project governance and continuous knowledge transfer, our classic delivery methodology approach is the foundation for efficient, effective and predictable projects:

- Standard project delivery methodology
- Structured set of sequential phases with defined gates
- Logical grouping of key activities
- Rigorous governance model
- Detailed documentation



#### Minimize disruption

Finastra's project team will take a leading role in executing your project from start to finish, so that you can focus on your business priorities. Your involvement at each stage is carefully designed to minimize the effort required from you, whilst ensuring effective knowledge transfer and project success.



#### Unrivalled specialist expertise

Finastra Services professionals integrate with your teams to drive better outcomes and reduce the risk of project delays.

- 1,650+ dedicated services employees worldwide
- 2+ average go-lives with Finastra solutions, every day in FY20



#### Holistic approach to accelerate issue resolution

Finastra's solution experts and Customer Support have in-depth, authoritative knowledge of Finastra solutions and can resolve issues quickly and effectively.

- Project team backed by full Finastra organization
- Efficient communication across Finastra streamlined through your Finastra Project Manager
- Prioritization of issues arising on your project to ensure timely project continuation



#### Customized support for your Finastra solutions

Every organization's support requirements are different, with changing needs at key times. With Extended Support Services, you can customize the level of support to match your unique situation and increase resilience.

- Business Critical Support
- Support Enablement Training
- Localized Support
- Tailored Support



## Increase agility

### Be faster tomorrow

Promote greater agility to pursue your evolving business priorities.

#### Accelerate and de-risk future upgrades

Fusion Adopt enables you to uptake new capabilities, from service packs to upgrades, in a timely, fast, efficient and low risk manner.

A best practice implementation provides an effective foundation for agility through:

- Minimal customization
- A lower cost to develop and maintain
- Minimal disruption
- Reusable resources



Traditional implementation

#### Poor foundation for agility

Infrequent, large, disruptive, and risky upgrades



Best practices implementation

#### Effective foundation for agility

Timely, fast, efficient, and low risk, uptake of new capabilities

Capitalize on open banking through connection to FusionFabric.cloud



#### Innovate faster

- Co-innovate and access core solution components
- Develop and launch new apps and products



#### Accelerate growth

- Collaborate with new partners to open the door to new business models
- Leverage innovative, quality assured, apps with no integration/implementation effort



#### Drive efficiency

- Integrate to Finastra and third-party systems through open integration APIs
- Improve information transfer and usage through transparent, flexible open standards

## Fusion Transform

### Approach to drives business success

Fusion Transform establishes your desired objectives at the very outset, putting these at the core of application design and build to deliver successful outcomes and service excellence.

Our innovative approach takes an end-to-end view of your ecosystem to deploy a solution that is optimized for both cost and quality of ownership.

#### *An outcome orientated approach*



**Reduced  
ongoing TCO**



**Higher quality and  
maintainable deployments**



**Operational  
risk reduction**



**Increased agility  
for future change**

## Delivery Journey

### Remote deployment

Finastra worked closely with CIH Bank to deploy Fusion Corporate Channels quickly and safely

With the Moroccan authorities encouraging businesses to follow social distancing rules to reduce the spread of COVID19, CIH Bank and Finastra looked to minimize the need for implementation teams to meet in-person.

Both teams worked closely together to adapt processes and implemented close to 70% of the project remotely utilizing various collaboration tools. The Fusion Adopt methodology also provided CIH Bank with a streamlined implementation, utilizing best practice and proven techniques to ensure minimal disruption to the business during the pandemic.

In addition, through adapting to a remote delivery, both Finastra and CIH Bank were able to work in a way which promotes environmentally friendly best practices through reduction in air travel, helping to reduce carbon footprint emissions.

“Finastra were very supportive throughout this challenging time and guided us through the deployment of Fusion Corporate Channels remotely—helping us to deliver the project within our timeline,” said Oussama Tazi. “Ultimately, this enabled us to keep our employees safe during the pandemic and at the same time establish online banking capabilities that will help our customers keep their businesses running amid the disruption generated by the pandemic.”

//  
***Finastra were very supportive throughout this challenging time and guided us through the deployment of Fusion Corporate Channels remotely—helping us to deliver the project within our timeline.”***

Oussama Tazi

Director of International  
CIH Bank

## The bigger picture

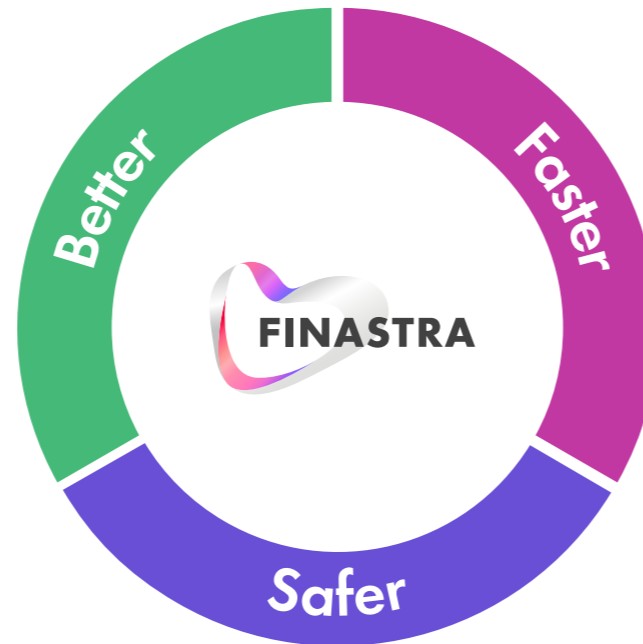
### Finastra services: Better, faster, safer

With Finastra solutions, you've chosen the platform and components that can transform your business to meet the challenges of today and the future.

We have services to meet every need. Adopt, optimize and advance your solution with Global Services.

Contact us to find out more, or head to our page to discover our further offerings

 [Click each icon for more information](#)





# Finastra services: Better, faster, safer

## Better

Outcomes that are delivered effectively, aligned with your needs and helping support business success.

## Faster

Time to value with industrialized processes, specialized tooling and effective training and certification.

## Safer

Performance thanks to comprehensive experience, predictable commercials and quality, as well as certified expertise.

To find out more about expanding your support please contact us at [services@finastra.com](mailto:services@finastra.com)

## Proven success

# Award-winning solutions and services

Best core banking system implementation  
project management: **Finastra & HBL Bank**



## Collaborating to transform

See how our relationship with HBL has evolved through Global Services, enabling the bank to seamlessly transform. To view the full interview you can view on Bobsguide.



# THE FUTURE OF FINANCE IS OPEN

Finastra is unlocking the power of finance for everyone by creating a platform for open innovation in the world of financial services.



[services@finastra.com](mailto:services@finastra.com)

### About Finastra

Finastra is building an open platform that accelerates collaboration and innovation in financial services, creating better experiences for people, businesses and communities. Supported by the broadest and deepest portfolio of financial services software, Finastra delivers this vitally important technology to financial institutions of all sizes across the globe, including 90 of the world's top 100 banks. Our open architecture approach brings together a number of partners and innovators.

Together we are leading the way in which applications are written, deployed and consumed in financial services to evolve with the changing needs of customers. Learn more at [finastra.com](https://finastra.com)

Finastra and the Finastra 'ribbon' mark are trademarks of the Finastra group companies.

© 2020 Finastra. All rights reserved.

GL 3404 / 0920

### Corporate Headquarters

4 Kingdom Street

Paddington

London W2 6BD

United Kingdom

T: +44 20 3320 5000

