



Partner services

# Supporting your Finastra journey

A portfolio of services to help guide partners  
to success with Finastra



## Overview – Partner services

# Support for your Finastra journey

Partners are at the core of everything Finastra does. Our services support you throughout your partnership journey with Finastra, from sales to delivery, and strengthen your credibility in the market.



### Selling

- We equip partners for success in sales of Finastra software and services.
- **Fusion Orbit:** Software reseller opportunities and enablement via our partner program
- **Fusion Enable:** addressing the key challenges in services sales



### Delivery

- Our services help you to successfully deliver Finastra solutions with maximum ease, speed and efficiency.
- **Fusion Knowledge Services:** training to equip your team for success
- **Fusion Assure:** Expert project validation at key project stages
- **Project Support:** Access to expertise and accelerated issue resolution



### Demonstrate credibility

Finastra offers certification and accreditation across its solutions

## Holistic approach to partner success

Hover over the arrows to learn more



Partner success

## Selling

# Equip yourself for success selling Finastra Solutions

## Overcome the challenges to software and service sales

### Fusion Orbit

#### Reseller opportunities from our partner program

As part of our Fusion Orbit partner program, our existing partners play multiple roles across the business opportunities we drive together.

We estimate there is a minimum \$1BN global opportunity across the total addressable market to secure through our FusionOrbit Network. Finastra's new approach to driving Partner and Ecosystem success is through four new routes to market, which one do you fit?

### Implement



Find new opportunities with your customers both old and new. Together driving more expertise into the market.

### Resell



Work with Finastra to bring new market opportunities where we can edge out the white space.

### Co-innovate



Capture the power of innovation in the Finastra ecosystem to reach competitive edge in the market and drive future capabilities of our platform. The future is open.

### Manage



Work with Finastra to drive down costs for your customers by setting up your own managed service operations supporting a range of products for your own and Finastra customers.

### Fusion Enable

This partner service addresses three of the key challenges in services sales: sales productivity; project scoping, and; effective estimation and planning. Fusion Enable includes:

- Access to Finastra experts to support your success throughout the services sales cycle
- Access to training and Finastra IP (for sales, scoping, estimation and planning) to equip and enable your team at every stage

## Delivery

# Deliver Finastra solutions with maximum ease, speed and efficiency

## Leverage best practice and expert support

### Fusion Assure

Expert validation at five key project stages to support consistent quality and reduce risk throughout your project.

### Project Support

Designated support to ease troubleshooting, accelerate issue resolution and maximize solution value. Project Support includes:

- Dedicated service delivery manager
- Consistent contact with customer support
- Scheduled weekend support
- Project environment access for Finastra
- Technical and functional consultancy

## Fusion Assure: expert validation at every stage

Detailed scope varies based on partner maturity and level of accreditation

 [Hover over the arrows to learn more](#)

## Fusion Knowledge Services

Effective training to equip your team to successfully deliver projects with Finastra solutions



Training delivered to meet your team's needs

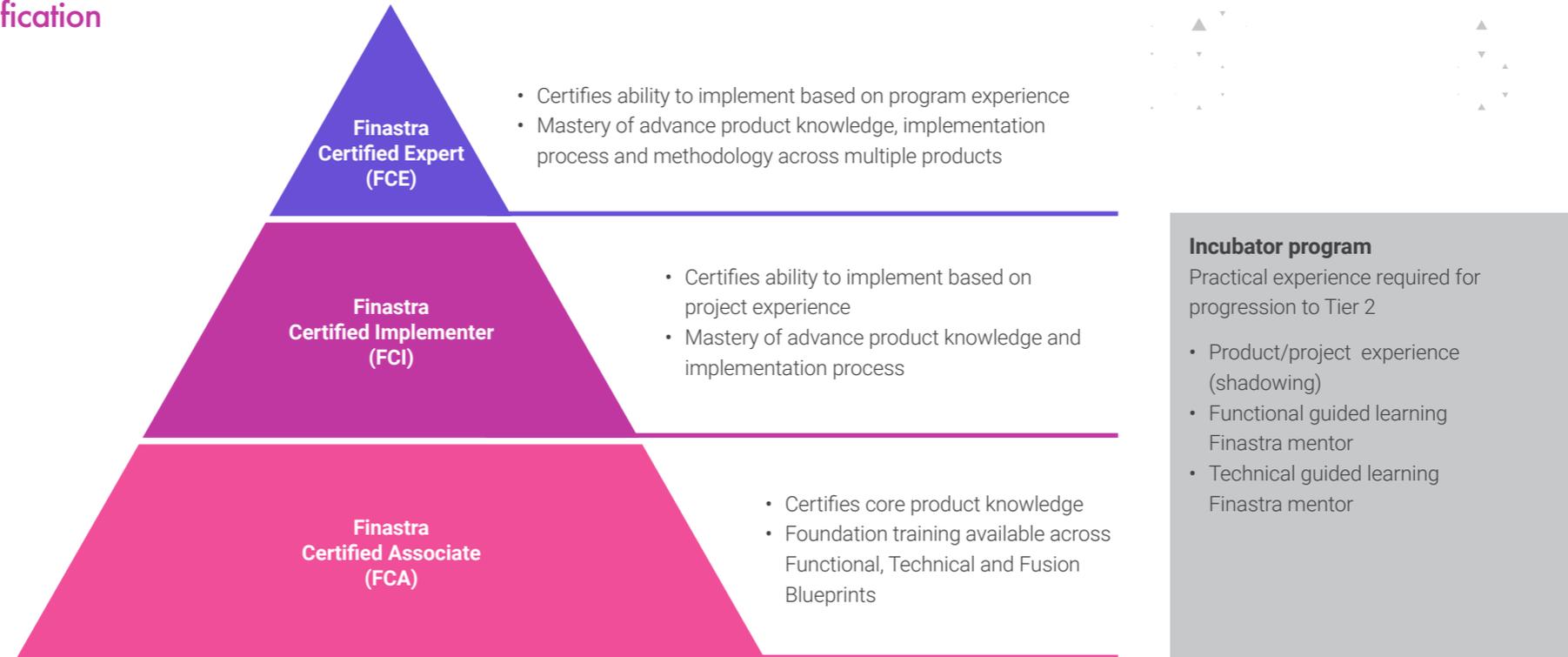
## Build credibility

# Become Finastra-certified

## Build up accreditation and certification across the Finastra solution set

### Our certification and accreditation enables you to:

- Strengthen client trust at the consultant and organizational level
- Demonstrate your teams' capabilities
- Differentiate your consultants' skills from competitors



**Lift your organization's accreditation level by increasing the number of certified resources you have, and the level to which they are certified.**

# 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.

### Corporate Headquarters

4 Kingdom Street

Paddington

London W2 6BD

United Kingdom

T: +44 20 3320 5000

