

## Market segmentation

Banks' strategic goals fall into four broad strategic categories. The ideal treasury solution is one which can cater to all:



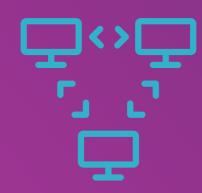
Simplify



Comply



**Innovate** 



**Optimize** 

## Beneficiary segmentation

The matrix below classifies the target market according to degrees of transformation and compliance.

**Proactive** 

#### **Simplify**

- Looking to grow risk-takers
- Invest in consolidation
- Open, componentized solution

#### Innovate

- Looking to lead early adopters
- Co-development, if required
- Next-generation solution

#### Comply

**Extent of transformation** 

Reactive

- Looking to maintain status quo
- Invest incrementally, if required
- Modular, packaged solution

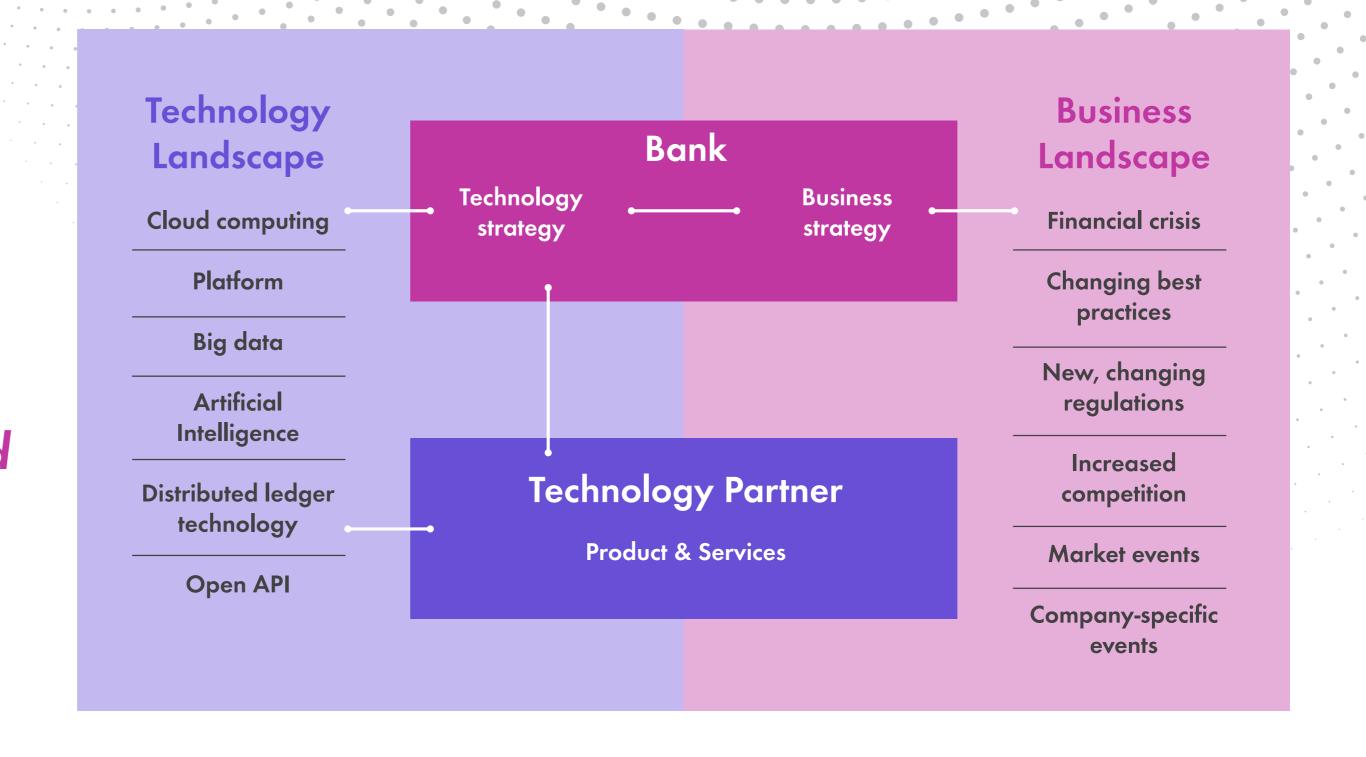
#### **Optimize**

- Looking to stability risk-averse
- Invest in optimization
- Open, service-driven solution

Reactive

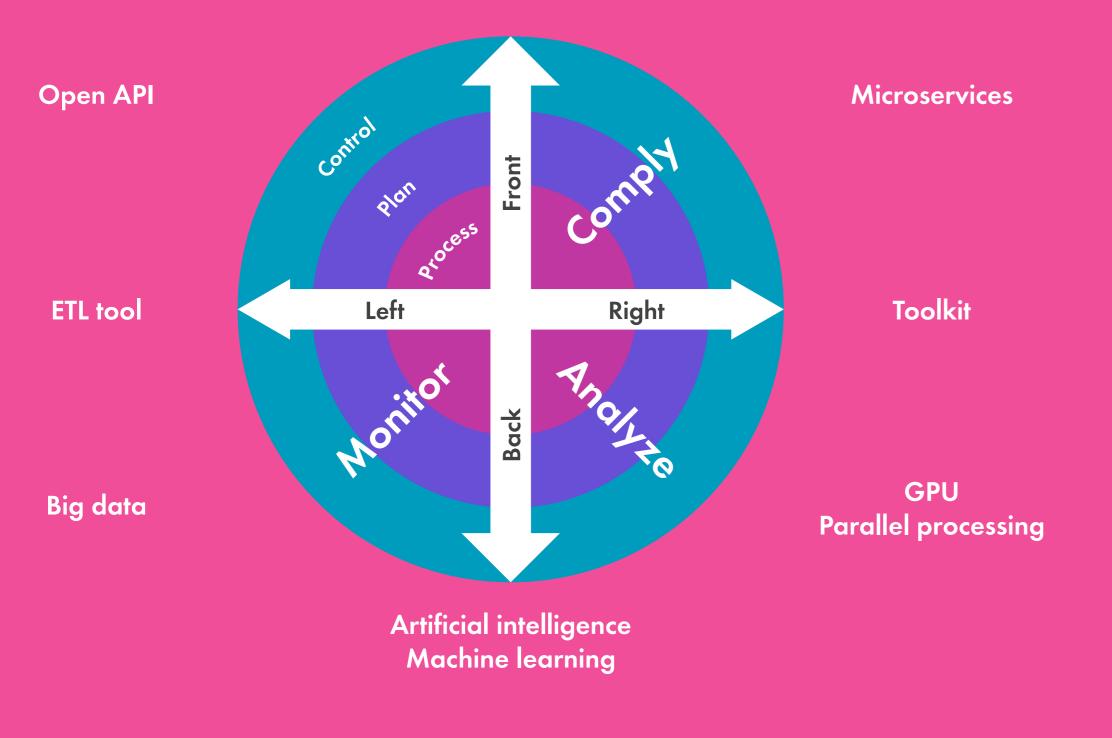
**Extent of compliance** 

The next-generation treasury solution builds on the current crop of treasury solutions by offering innovation inter-operable with legacy systems and incorporating fully aligned data models and forward-looking technology.



## Next-gen progressive treasury transformation

Each layer is intended to be a standalone component with its own rules engine, data model, open API and deployment tools. This enables staggered deployment rather than a big-bang rollout.

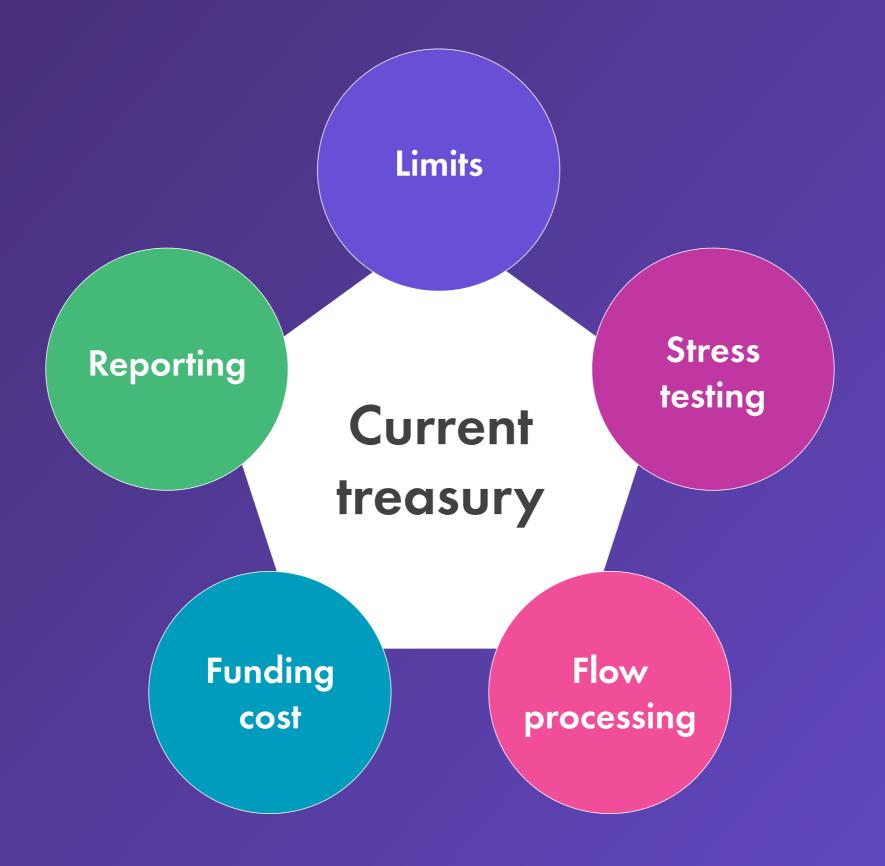


### **Benefits:**

- Lower overall project risk
- Well-defined milestones
- Earlier realization of business benefits
- Progressive transformation

## Key competencies of the new solution

Five key functional competencies a next-generation treasury system should focus on:



# Transform your treasury for growth

Finastra is unlocking the power of finance for everyone by creating a platform for open innovation in the world of financial services. To find out more, visit finastra.com

THE FUTURE OF FINANCE IS OPEN