

Service

# **Fusion Select**

Choose your path to success





# The market landscape

# Adapt to change

Banks are being swept up in the wave of digital transformation, a change that can no longer be resisted. Customers are increasingly more aware of what they want and more importantly, what they need from their bank.

New, non-traditional players are attracting the next generation of customers. Regulations are tightening and legacy systems continue to hold back innovation. At the same time, cloud and new business models offer a new way forward.

It's a daunting landscape that cannot be navigated alone.

Profit pressure<sup>2</sup> 20%-60%

decline in profits will be seen by legacy financial institutions by 2025 if they fail to evolve digitally





Operational demands<sup>1</sup> **25**%

of banks think cyber risk is a top threat in the financial services industry

Non-traditional players<sup>3</sup>

of Generation Y customers use non-traditional banks





Regulation & standards<sup>4</sup>
Up to 10%

Expected spend on compliance by 2023 according to Financial Executives

Changing business models<sup>6</sup>

of banks are planning to integrate their own products or capabilities into foreign ecosystems





Legacy systems<sup>5</sup> 37%

of bank executives plan to upgrade their IT infrastructure to cut cost and improve efficiency

#### Source

- 1. PWC, Threats to the Financial Services sector <a href="www.pwc.com/gx/en/financial-services/publications/assets/pwc-gecs-2014-threats-to-the-financial-services-sector.pdf">www.pwc.com/gx/en/financial-services/publications/assets/pwc-gecs-2014-threats-to-the-financial-services-sector.pdf</a>
- 2. HBR,The Financial Industry Needs to Start Planning for the Next 50 Years, Not the Next Five https://hbr.org/2017/07/the-financial-industry-needs-to-start-planning-for-the-next-50-years-not-the-next-five
- 3. Capgemini, 2017 www.capgemini.com/wp-content/uploads/2017/07/gen\_y\_whitepaper.pdf
- 4. Duff & Phelps estimated that regulatory costs will rise from 4% to 10% of revenue by 2021. www.forbes.com/sites/tomgroenfeldt/2018/03/22/taming-the-high-costs-of-compliance-with-tech/#6f11a56a5d3f
- 5. Celent, 2016 Source: CMS Top Emerging IT Trends in Banking Sector, June 2015 <a href="https://www.cmsitservices.com/blog/category/infographics">www.cmsitservices.com/blog/category/infographics</a>
- 6. PWC, 2015 www.strategyand.pwc.com/media/file/Catalyst-or-threat.pdf

#### The solution

## What is Fusion Select?

# Placing clients' strategic objectives at the heart of our mission to drive long-term customer success with Finastra solutions.

With Fusion Select, you choose the mix of Finastra Services that's best suited to helping you achieve your objectives. Designed to help you transform, optimize and de-risk your business, Fusion Select gives you access to the entire Finastra Services offer.

We begin by jointly building a success plan, and then develop workstreams to support your goals, flexibly applying the best of our services to help you achieve them.



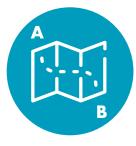
#### **Dedicated team**

Expert involvement to add value and achieve your business outcomes



#### Flexible service

An agile response to your requirements that covers the whole Finastra Services catalogue



#### Success planning

Structured around your objectives, with agreed governance and led by Customer Success Partner



#### **Efficient solution**

Using Accelerated Delivery Centers and specific tooling and automation

## Choose the optimum mix of Finastra Services

- Leadership Services

  Expert consultation and success planning
- 2 Innovation Services
  Creation and review of innovation roadmaps and initiatives
- Optimization Services

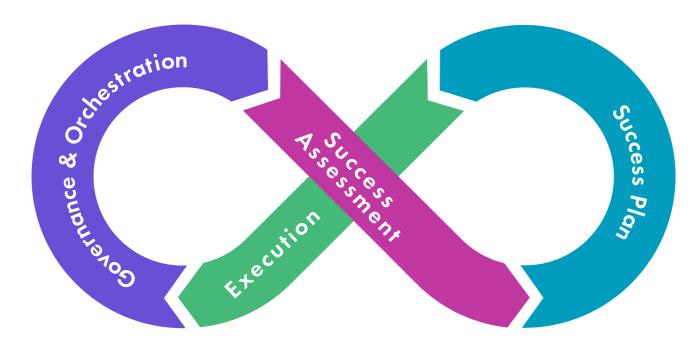
  Review and action to ensure best software usage at optimal TCO
- Assure Services
  Supporting the success of key milestones in customer and partner led projects
- 5 Knowledge Services
  Comprehensive training to empower your employees
- 6 Extended Support Services
  Personalized customer support available
  worldwide

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# Planning for success

# The engagement journey

We will work with you to design and execute on a success plan, with your strategic priorities at the center. The entire engagement is flexible and will be revisited with you to ensure we are accelerating toward achieving your business priorities as they evolve.





2 Identify Challenges

3 Plan for Success

4

Execute and Measure

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Market landscape The solution Planning for success The benefits Practical examples The bigger picture Proven success



#### Establish Governance

Our first step is to establish a joint governance model, to enable orchestration of resources to effectively support your desired business priorities.

#### Identify Challenges

Assessing your current state and challenges, we will define clear goals for the engagement and success metrics, aligned to your business priorities.

#### Plan for Success

We will collaborate with you to build a success plan consisting of workstreams with clearly defined timelines, owners and outcomes.

#### Execute and Measure

Finastra will work with you and partners, to execute workstreams according to agreed success metrics.

### The benefits

# Helping you to achieve your strategic objectives

Select helps you achieve the three goals that are at the top of many organizations' priority lists today: to accelerate transformation, optimize operations and mitigate risk.



- Focused on your success
- Open platform and culture for co-innovation
- Agile, cloud-ready built for the future
- Rapid prototyping
- World-class knowledge transfer



# Optimize TCO and ROI

- Maximize adoption and drive best usage of Finastra software
- Ensure scalability to meet business needs
- Automated testing to reduce the burden on users
- Reduced TCO
- Accelerated Delivery Centers to drive efficiency
- Robust system integration
- Outcome-oriented training and enablement



# Mitigate risk

- Best-practice tooling and intellectual property
- Assurance at critical checkpoints
- Ongoing expert guidance
- Personalized support
- Knowledge transfer

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# **Practical examples**

# **Fusion Select in action**

Banks are using Fusion Select to drive strategic change.

#### Large multinational bank:



# Challenge

- · The bank was seeking to carry out a global rollout, consistently and at a reasonable cost, with sustainability after the end of the project
- · The bank's primary goals were to achieve ISO regulatory compliance and to update their payments architecture to enable cost savings
- · Consistency was key to keep costs and timelines predictable, avoiding delays and deviations from the plan to ensure smooth integration with other planned developments across the bank's systems.



# Solution

- Dedicated team from Finastra and the client focused on a "global core" delivery
- Learning paths designed for the client with Finastra certifications to ensure and affirm effective knowledge transfer
- · Mentoring program for the client's team enabling the bank's team to take over more responsibility. Moving from 50/50 in the first year to 70% bank 30% Finastra team split after 3 years and 90% bank 10% Finastra split after 5 years.



## Result

- · Over time the client will take more and more responsibility of the global rollouts, allowing more independence for the client, leaving Finastra as a support but enabling the client to roll out more consistently across their global territory
- · Option to take advantage of optimization to boost long-term efficiency, with strategic planning sessions to focus the bank team's efforts and resources
- · Emphasis on consistency of delivery and training moving forward as the relationship between Finastra and the client continues thus reducing cost to achieve, optimizing TCO and driving ongoing efficiency

#### Finastra Fusion Select



# The bigger picture

# Finastra Services

With Fusion Select, we place clients' strategic objectives at the heart of our mission to drive long-term customer success with Finastra solutions

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 <a href="mailto:services@finastra.com">services@finastra.com</a>

# A service provider you can trust

# 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.



Best core banking system implementation project management

## **Finastra**

#### UNITED ARAB BANK/ FINASTRA



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# 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

#### **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** 

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