

# **Project Report Template**

## **TITLE : CRM Application That Helps To Book a Visa**

### **1. INTRODUCTION**

- Overview**

A visa slot management project is a system that is used to track and manage the availability of visa slots, which are appointments that are required for certain visa applications. It might be used by a government agency or a visa processing center to schedule and manage appointments with applicants.

- Purpose**

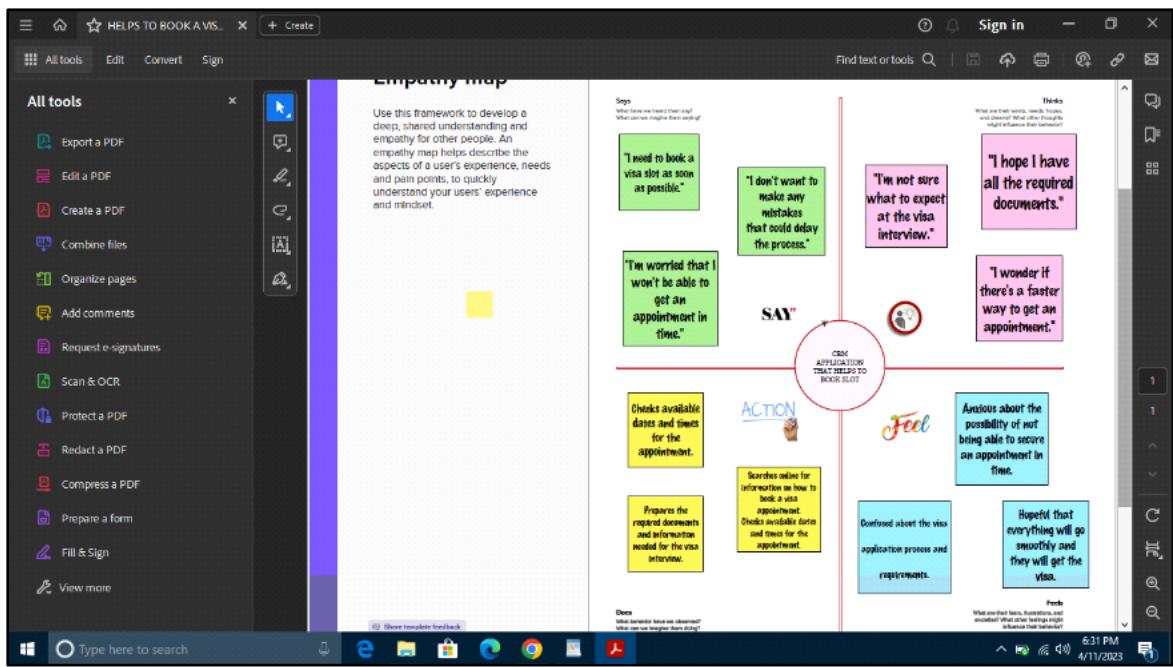
This will help you to track and manage the availability of visa slot , which are appointments that are required for certain visa applications.

### **2. Problem Definition & Design Thinking**

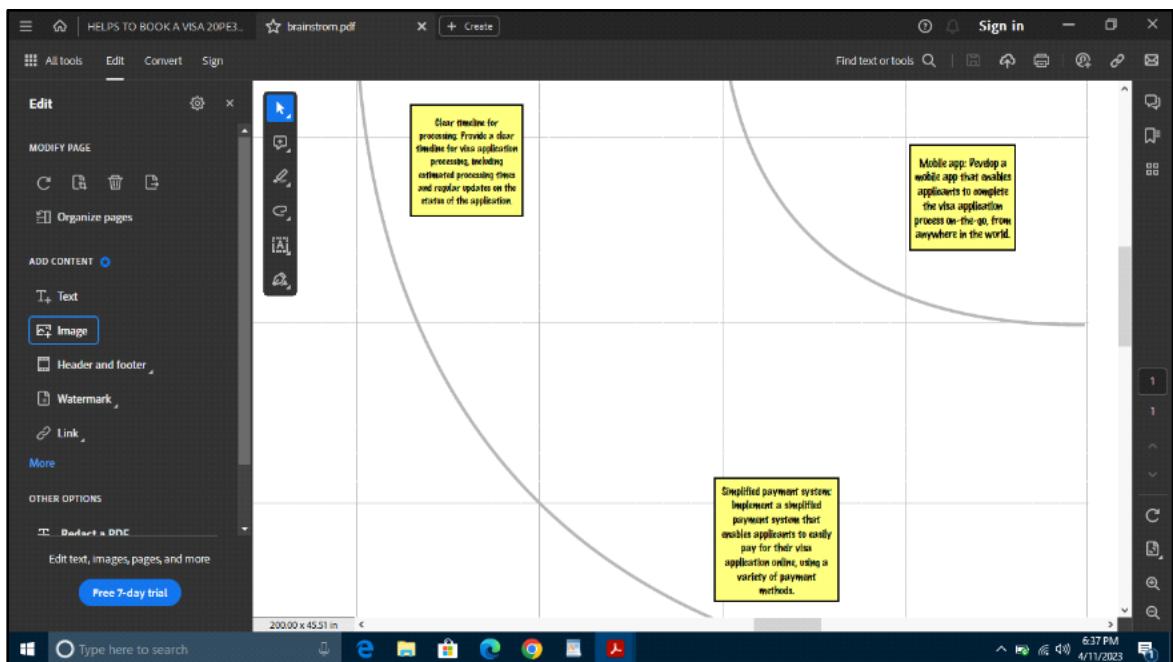
#### **2.1 Empathy Map**



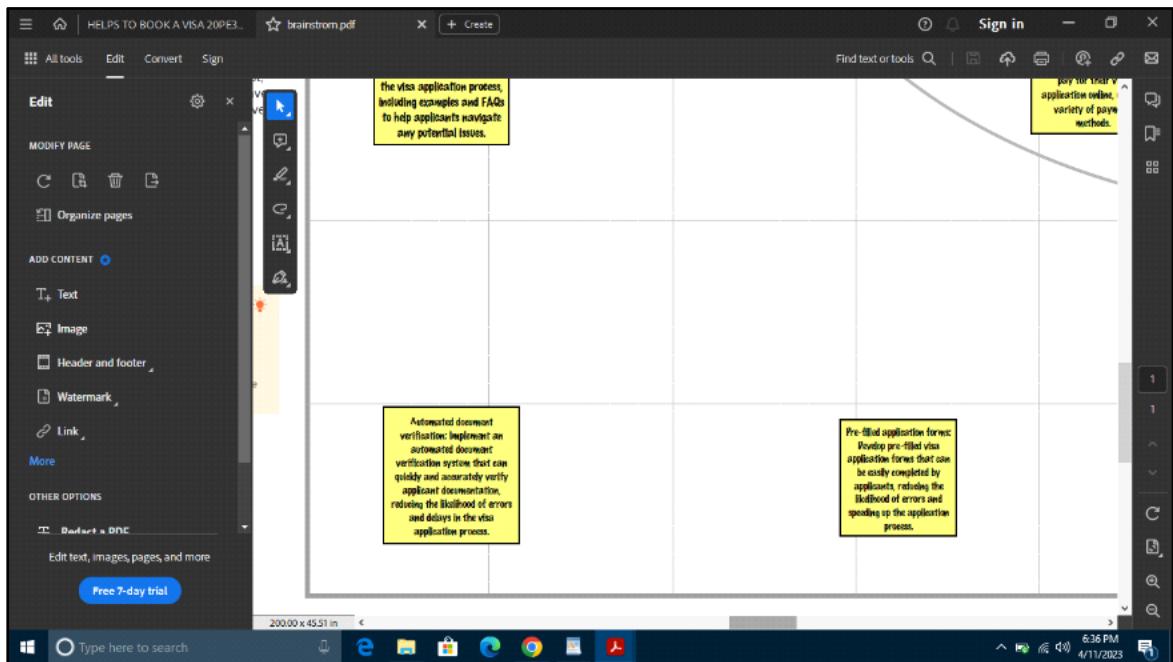
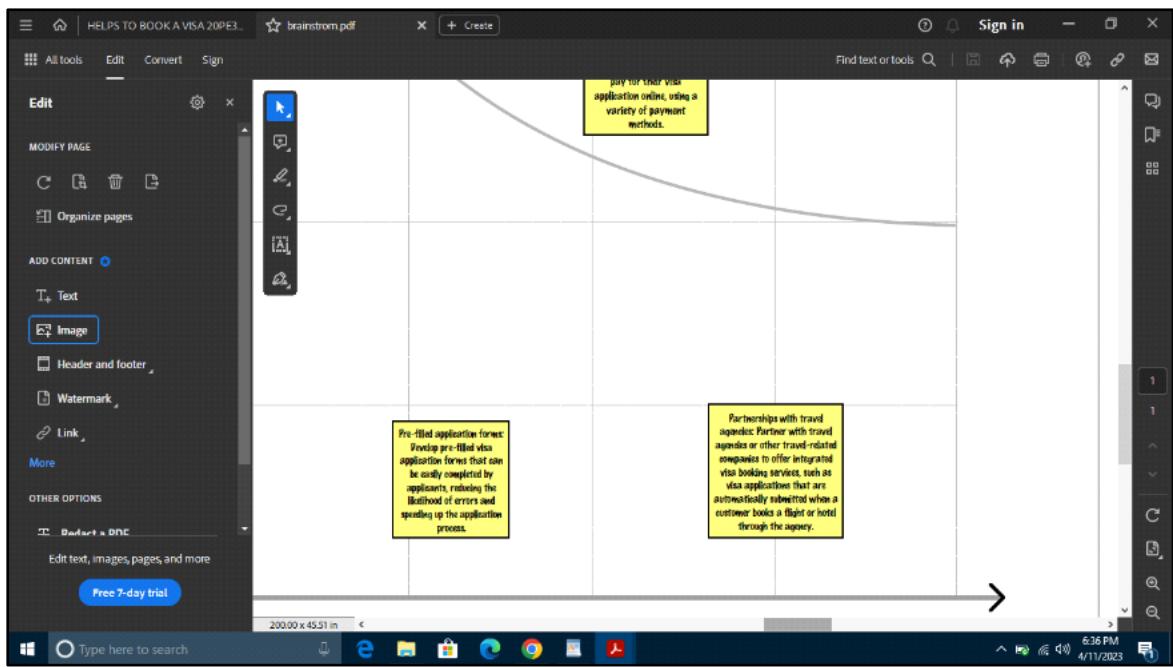
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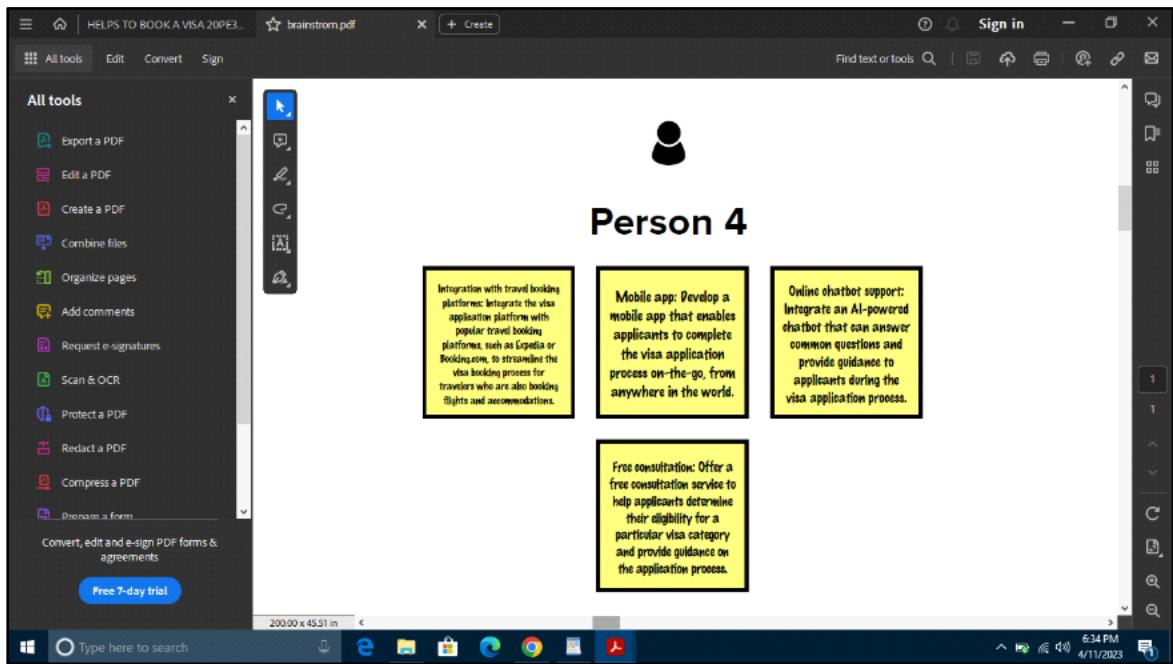
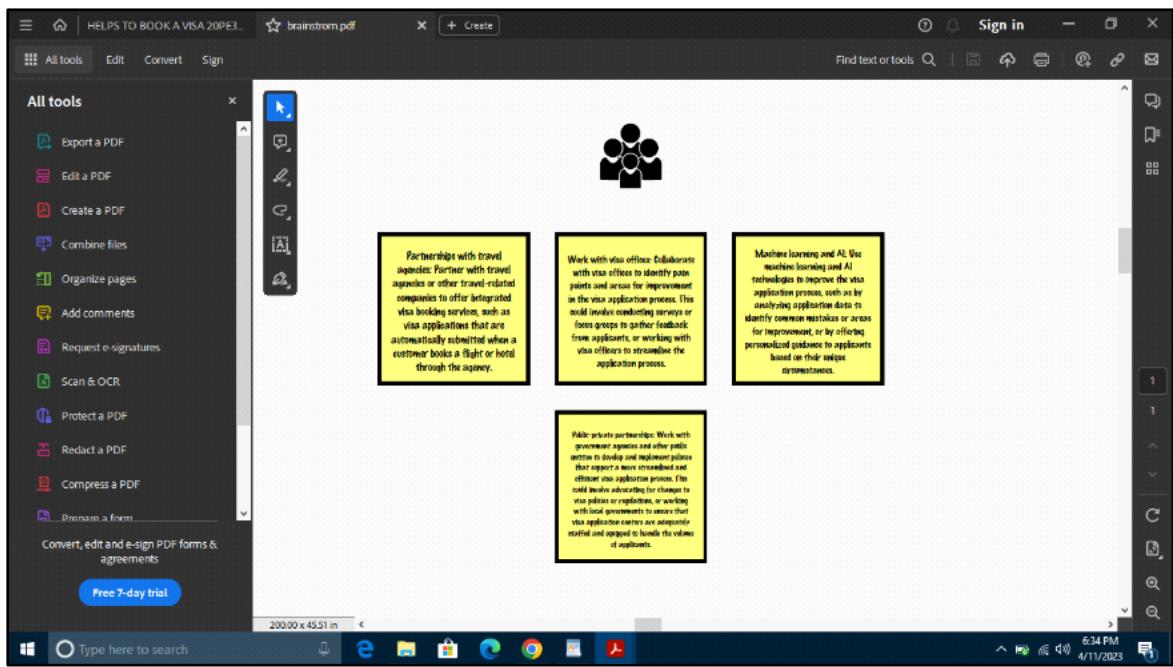
## 2.2 Ideation & Brainstorming Map



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**Person 3**

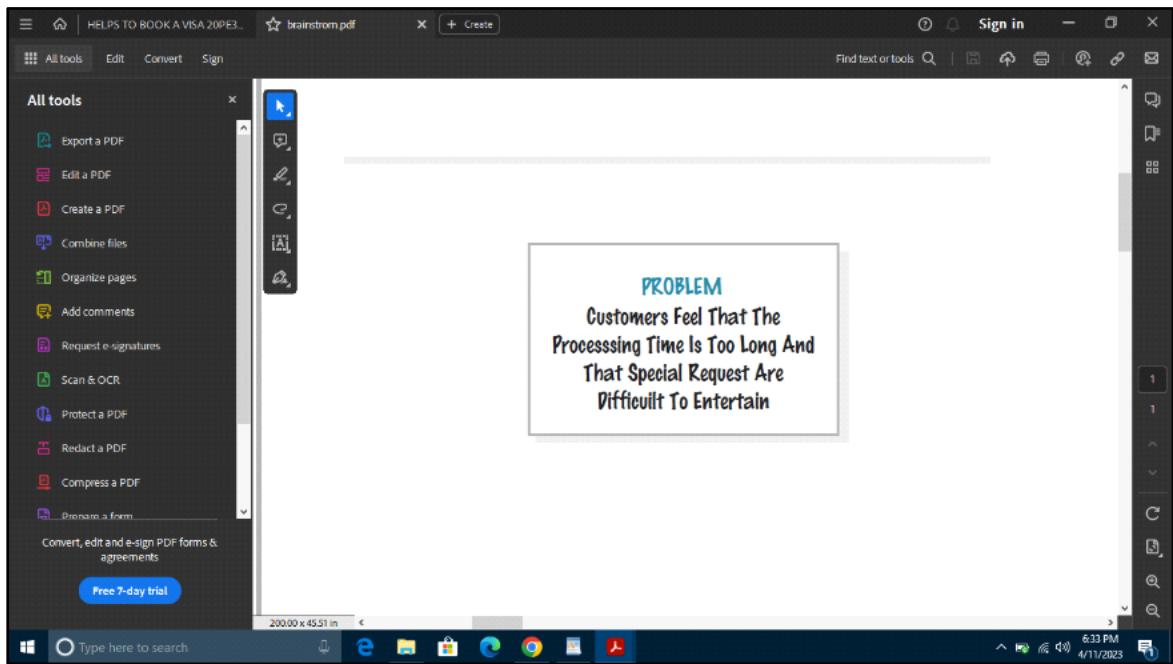
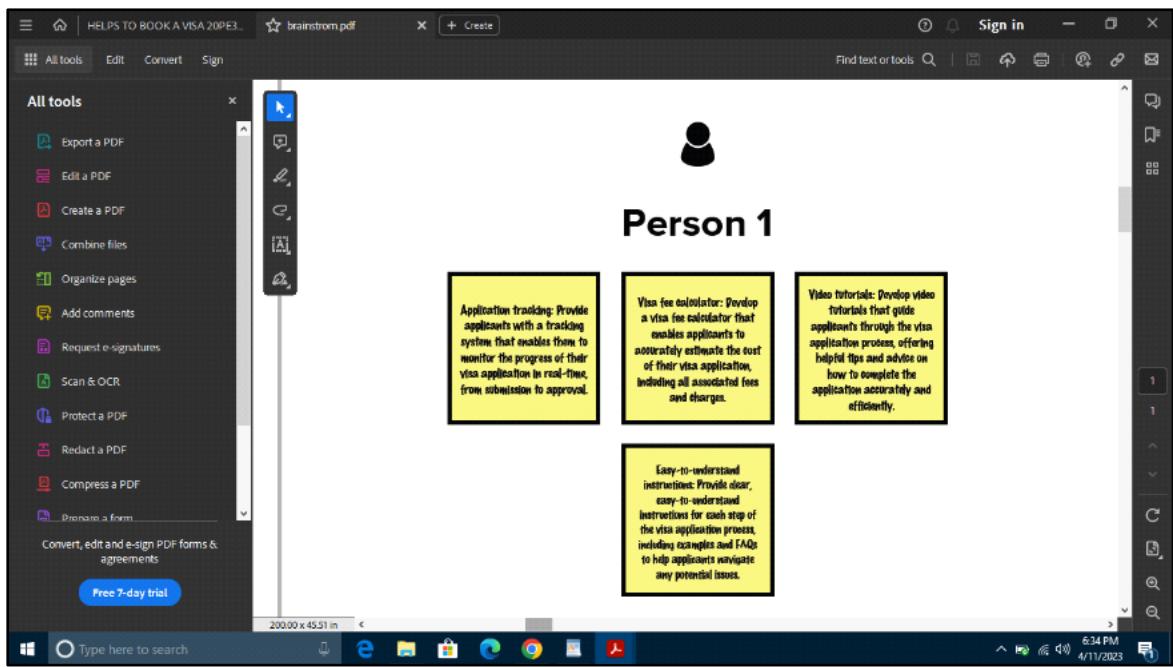
- Pre-filled application forms: Develop pre-filled visa application forms that can be easily completed by applicants, reducing the likelihood of errors and speeding up the application process.
- Clear communication: Provide clear and timely communication to applicants throughout the visa application process, including notifications of any updates or changes to their application status.
- Simplified payment system: Implement a simplified payment system that enables applicants to easily pay for their visa application online, using a variety of payment methods.
- Clear timeline for processing: Provide a clear timeline for visa application processing, including estimated processing times and regular updates on the status of the application.

**Person 2**

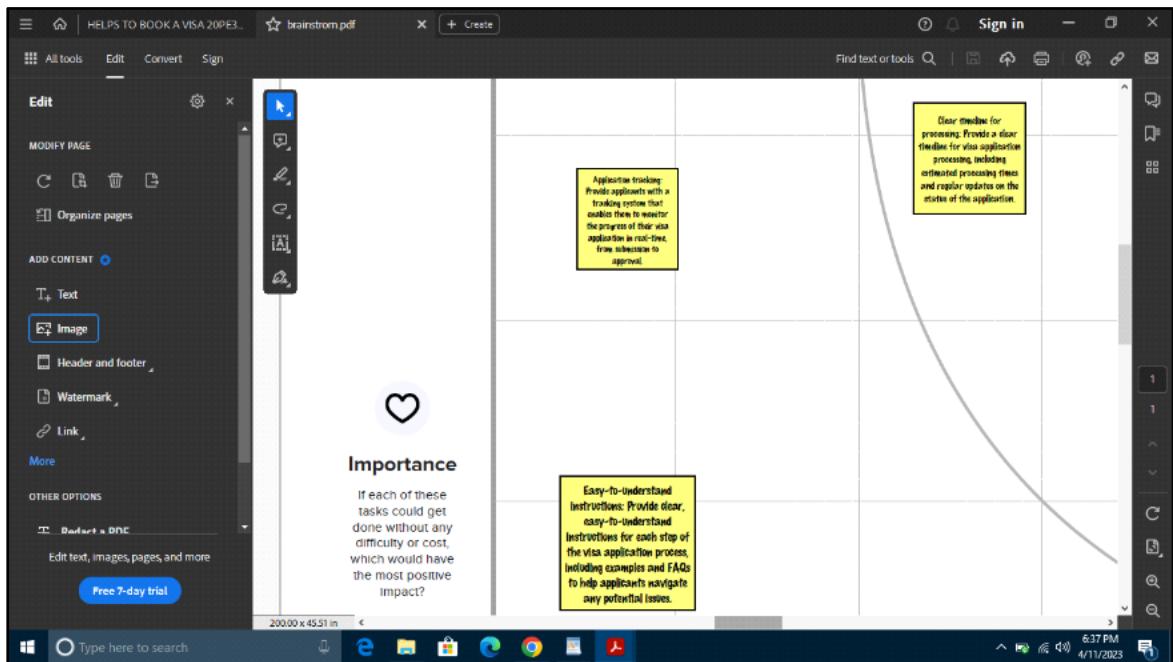
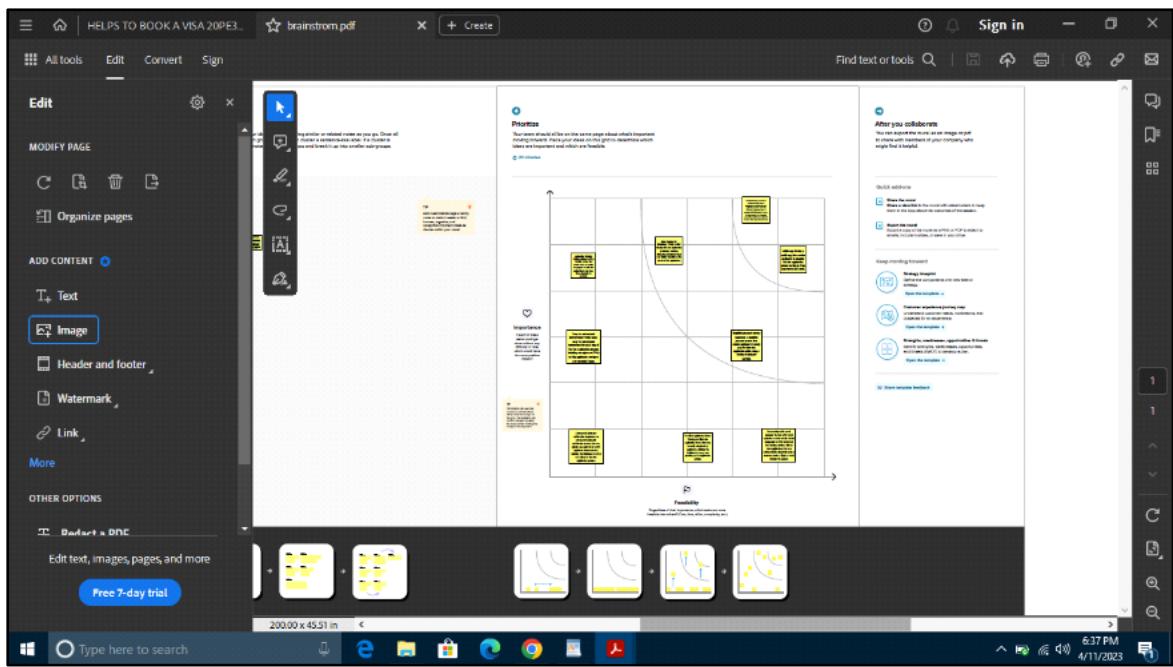
- User-friendly online platform: Develop a user-friendly online platform that provides step-by-step guidance through the visa application process and clearly communicates the necessary documentation and requirements. The platform should be accessible on all devices, available in multiple languages, and feature a simple and intuitive interface.
- Automated document verification: Implement an automated document verification system that can quickly and accurately verify applicant documentation, reducing the likelihood of errors and delays in the visa application process.
- Personalized support: Offer personalized support to applicants throughout the visa booking process, including direct messaging and a customer support team via phone, email, or chat. The support team should be knowledgeable about visa requirements and able to provide prompt assistance and guidance to applicants.
- Assistance with biometrics: Offer assistance with biometrics collection, such as providing guidance on how to take and upload a suitable photo for the visa application.



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## 3. RESULT

### 3.1 Data Model:



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Object Name	Field in the Object	
Obj - 1	Field Label	Data Type
	Field Name Data Type	Number
	1) Contact Number Number	Text
	2) Full Name	Text
	3) Passport Number	Text
	4) Permanent Address	Text
Obj - 2	Field Label	Data Type

### 3.2 Activity & Screenshot

Attach the screenshots of your project activity along with the description. 4 Trailhead Profile Public URL

### Milestone-1 : Creation of developer org

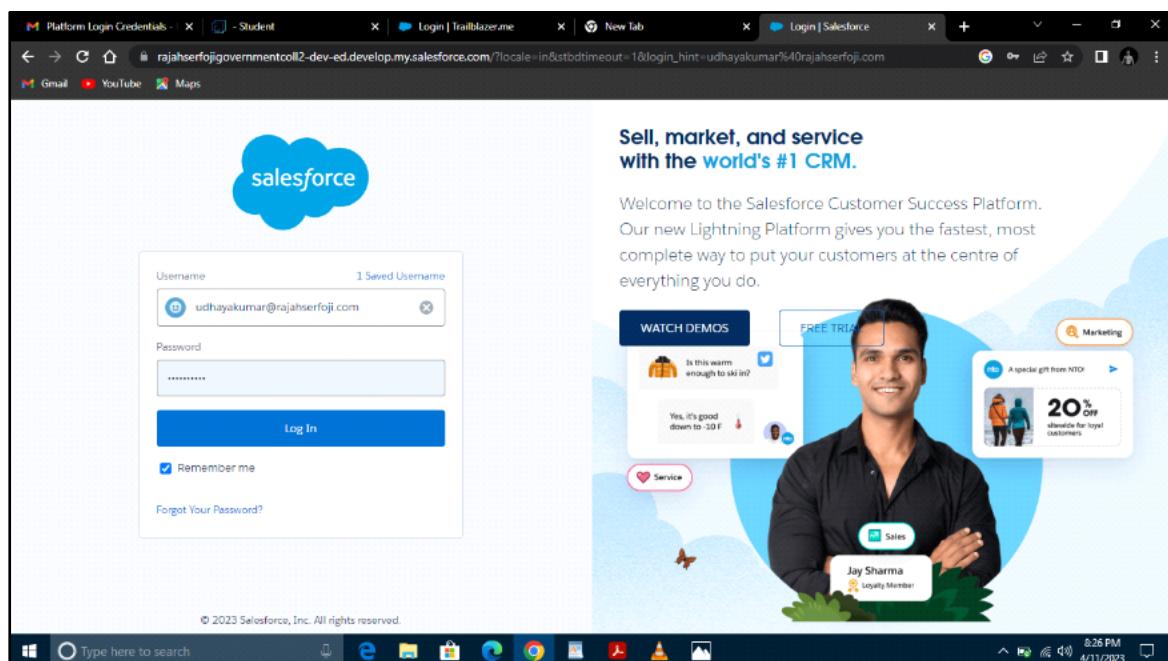


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**Salesforce is your customer success platform, designed to help you sell, service, market, analyze, and connect with your customers.**

**Salesforce has everything you need to run your business from anywhere.**

**Using standard products and features, you can manage relationships with prospects and customers, collaborate and engage with employees and partners, and store your data securely in the cloud.**



## Milestone-2: Objects

Objects are database tables that permit you to store data that is specific to an organization. Salesforce objects are of two types: 1) Standard objects. 2) custom objects.

## Milestone-3: Relationship B/w Objects:

Relationship in Salesforce is a 2-way association between 2 objects. Using relationships we can link objects with each other and we can make connections and display data about other related objects

There are two type of relationships:

1) Master detail relationship: A master-detail relationship defines the relationship between the parent and the child. The master table defines the parent relation and the detail defines the child relation. If the master table is deleted then the child record data is also deleted



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**2) Look up relationship: Lookup Relationship in Salesforce links two objects together but has no effect on deletion or security.**

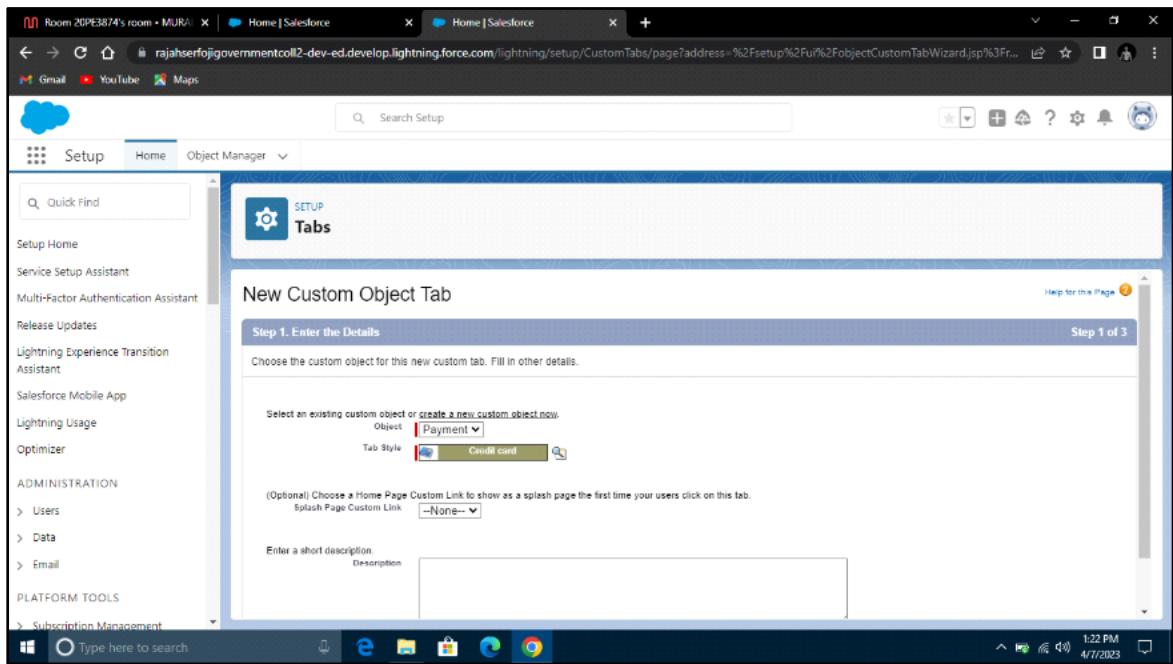
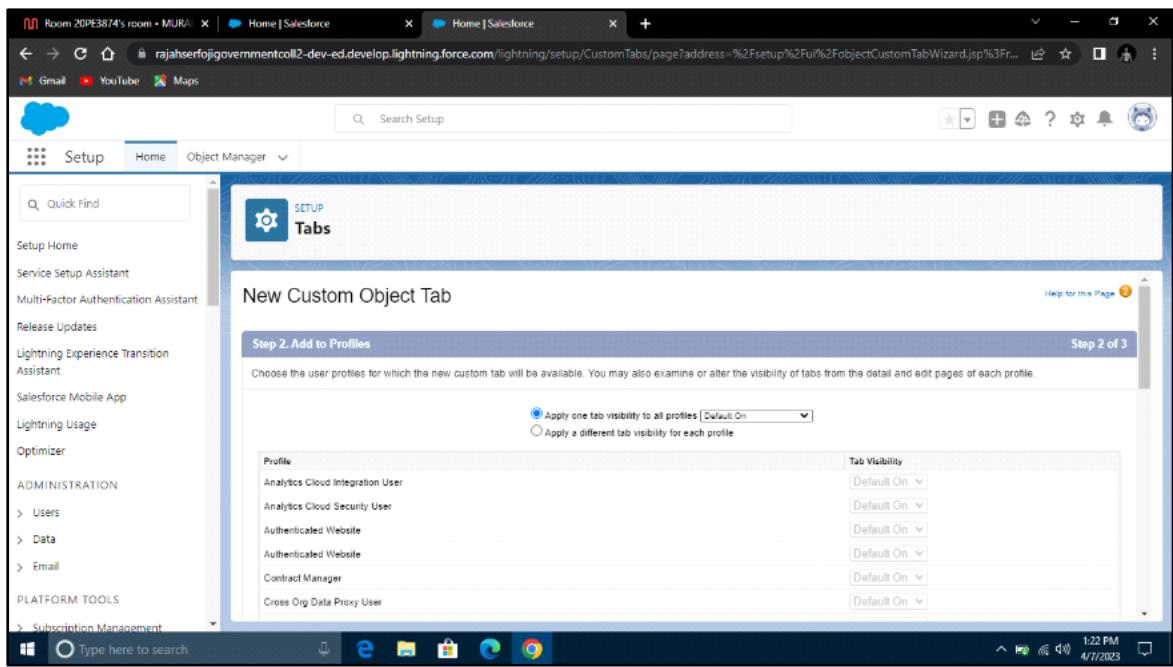
**3) Many to many relationship: Records of a particular object can connect with various records of different objects and vice versa.**

The screenshot shows the Salesforce Object Manager interface. The left sidebar lists various configuration options: Fields & Relationships, Page Layouts, Lightning Record Pages, Buttons, Links, and Actions, Compact Layouts, Field Sets, Object Limits, Record Types, and Related Lookup Filters. The main pane displays the 'Details' section for the 'Payment' object. It includes fields for Description, API Name (payment\_c), Singular Label (Payment), Plural Label (Payments), and several checkboxes for Reports, Activities, and Field History. Deployment status is listed as 'Deployed'. A navigation bar at the top shows tabs for Setup, Home, and Object Manager, with the Object Manager tab selected. The URL in the address bar is <https://rajahserfijgovernmentcoll2-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/01I2w000003cZRU/Details/view>.

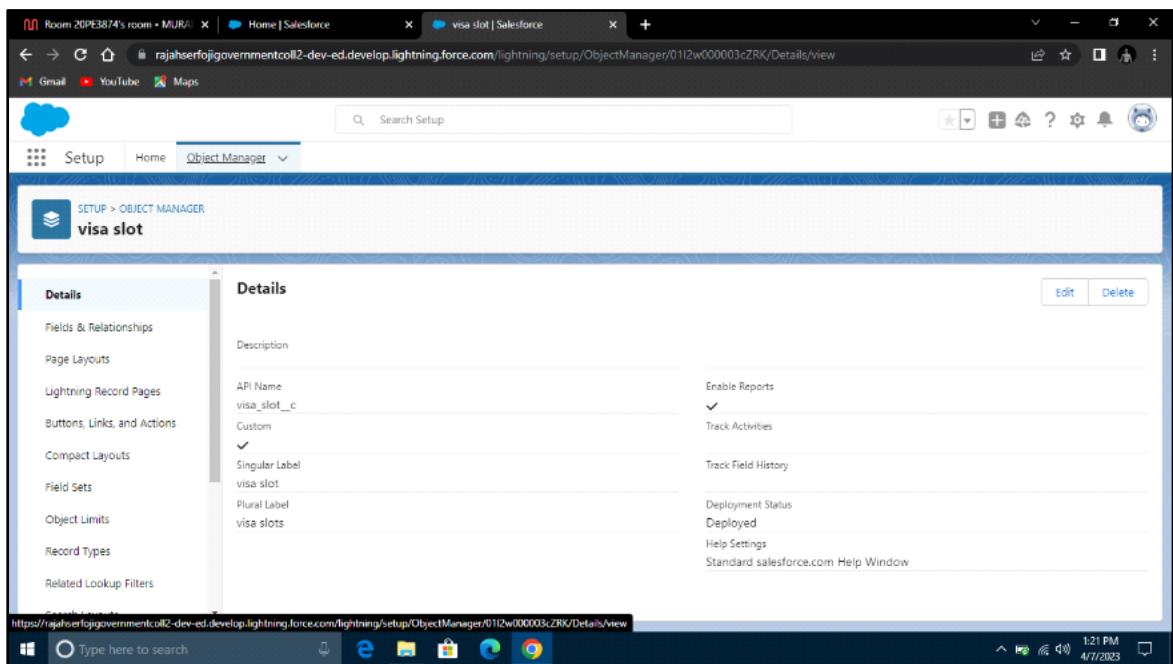
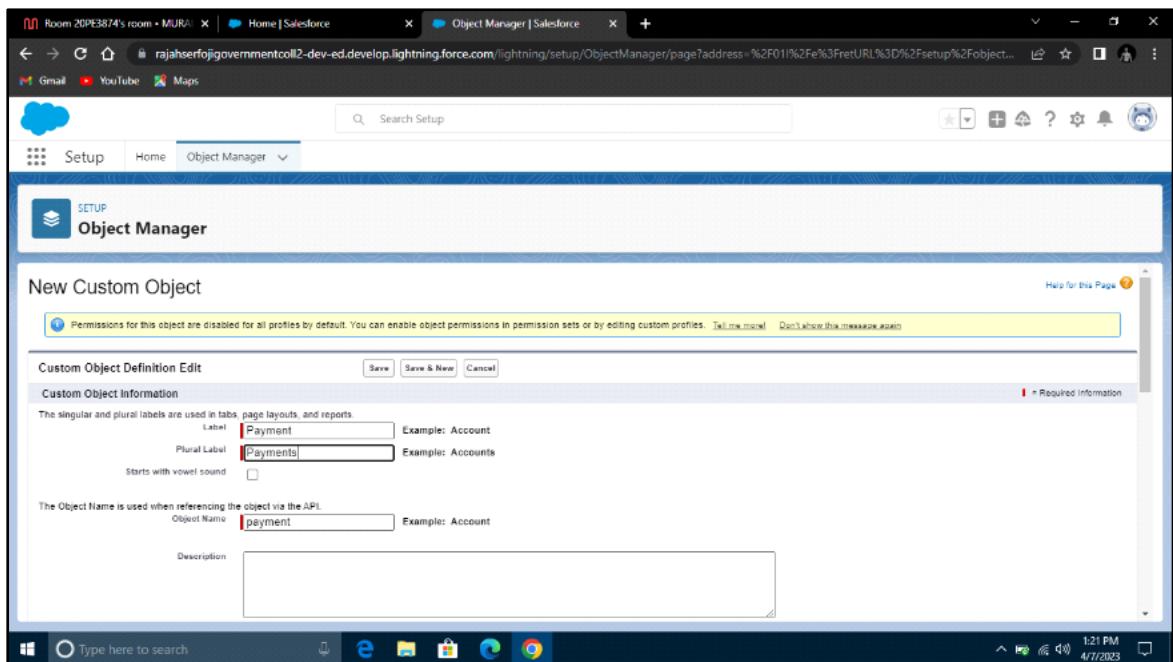
The screenshot shows the 'Custom Tabs' setup wizard, specifically Step 3. The left sidebar lists various setup categories. The main pane shows 'Step 3. Add to Custom Apps' with a table titled 'Step 3 of 3'. The table lists standard Salesforce apps: Platform (standard\_\_Platform), Sales (standard\_\_Sales), Service (standard\_\_Service), Marketing (standard\_\_Marketing), Sample Console (standard\_\_ServiceConsole), High Volume Customer Portal User, Authenticated Website User, App Launcher (standard\_\_AppLauncher), Community (standard\_\_Community), and Site.com (standard\_\_Sites). Each app has a checkbox labeled 'Include Tab' which is checked for all listed items. The URL in the address bar is <https://rajahserfijgovernmentcoll2-dev-ed.develop.lightning.force.com/lightning/setup/CustomTabs/page?address=%2Fsetup%2Fu%2FobjectCustomTabWizard.jsp%3Fr...>.



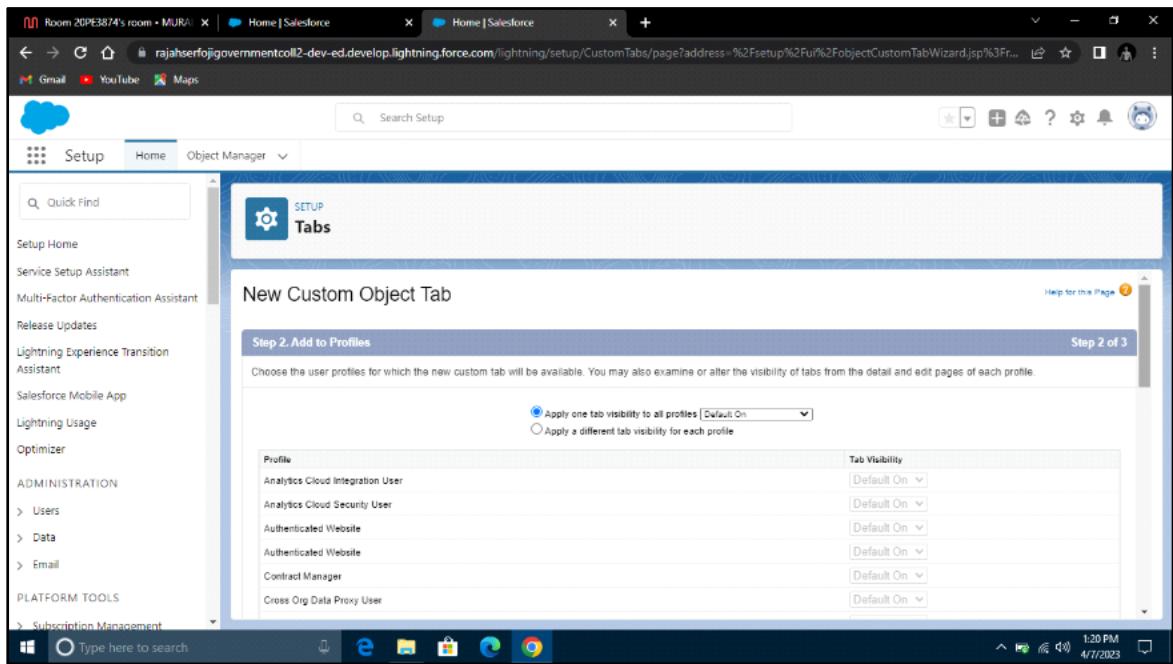
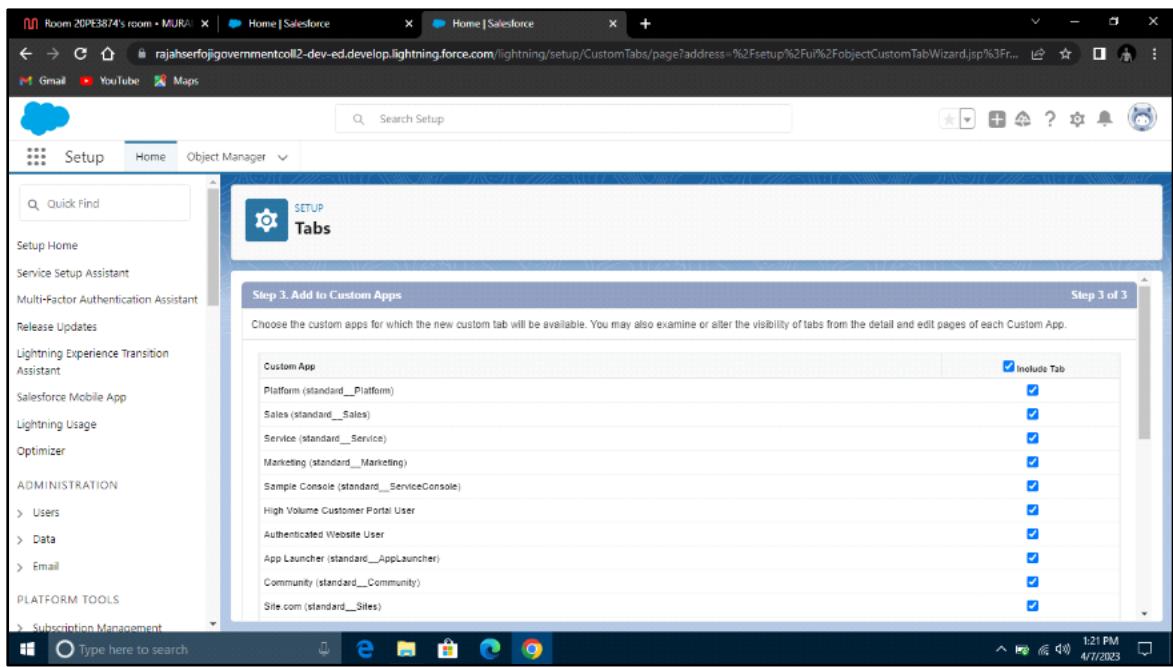
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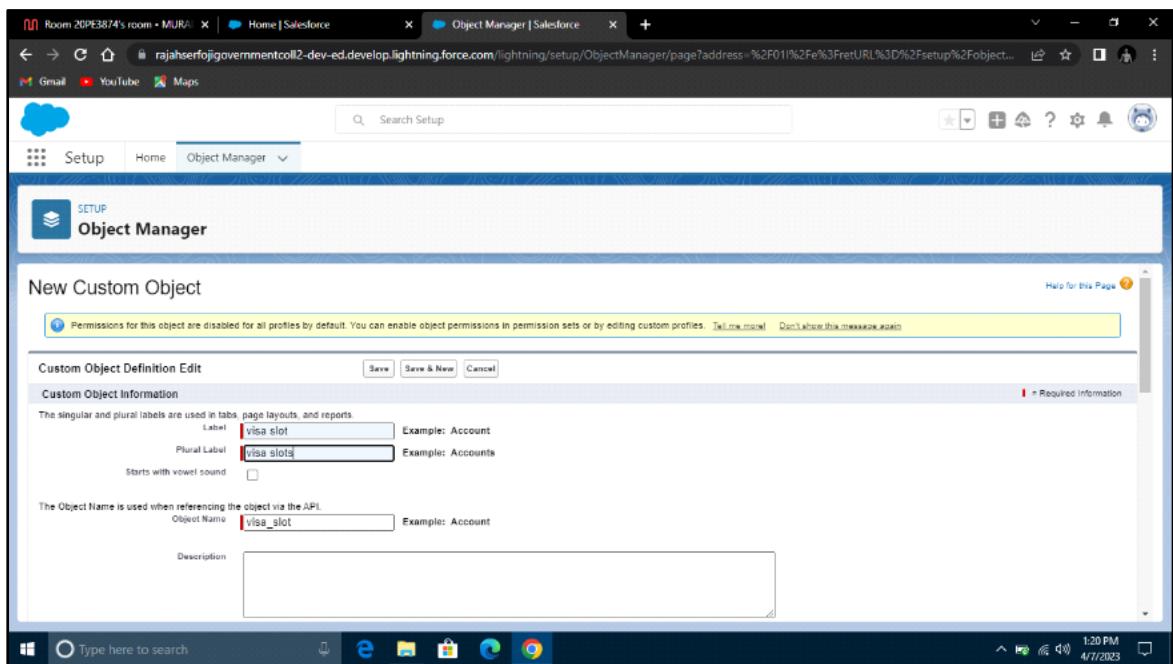
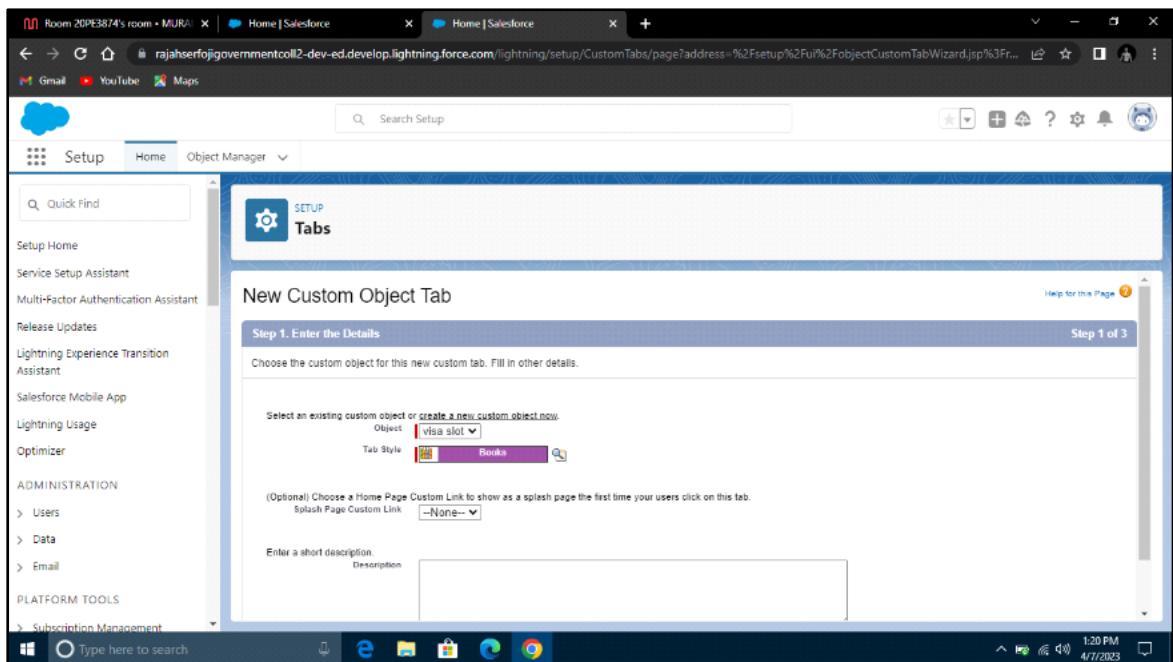
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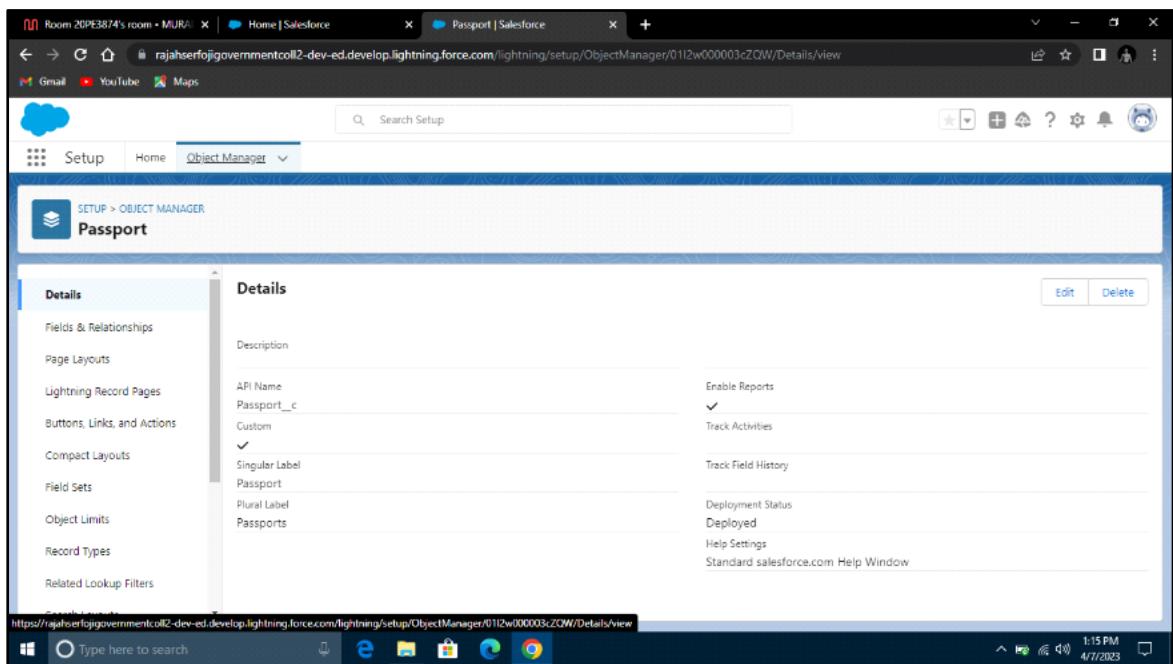
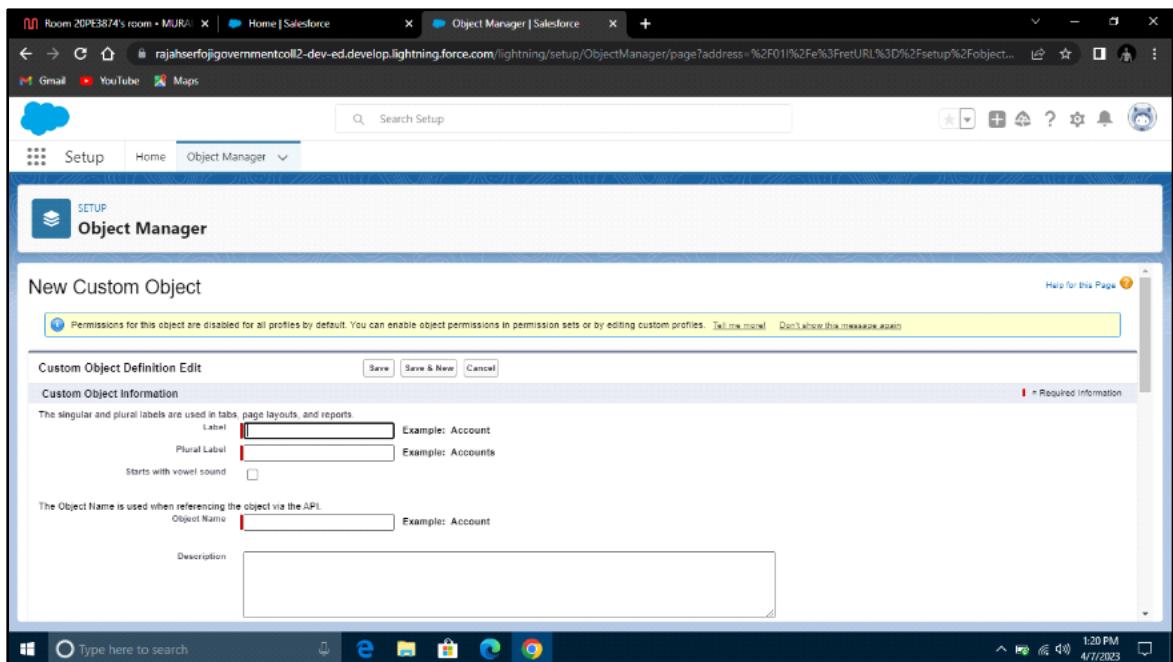
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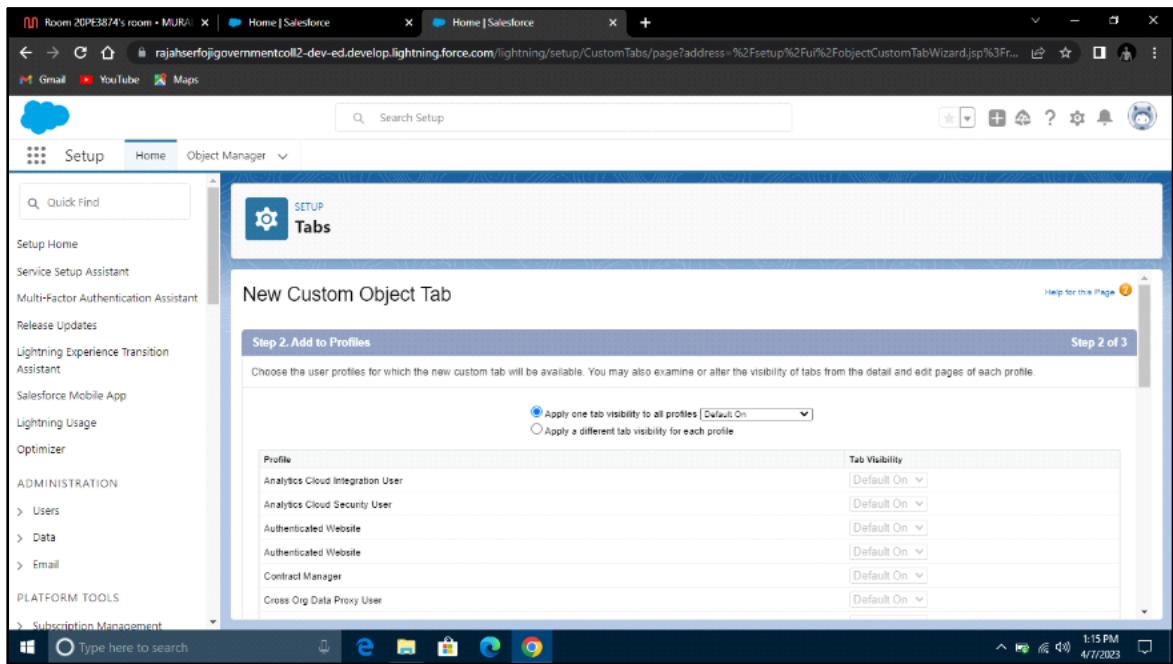
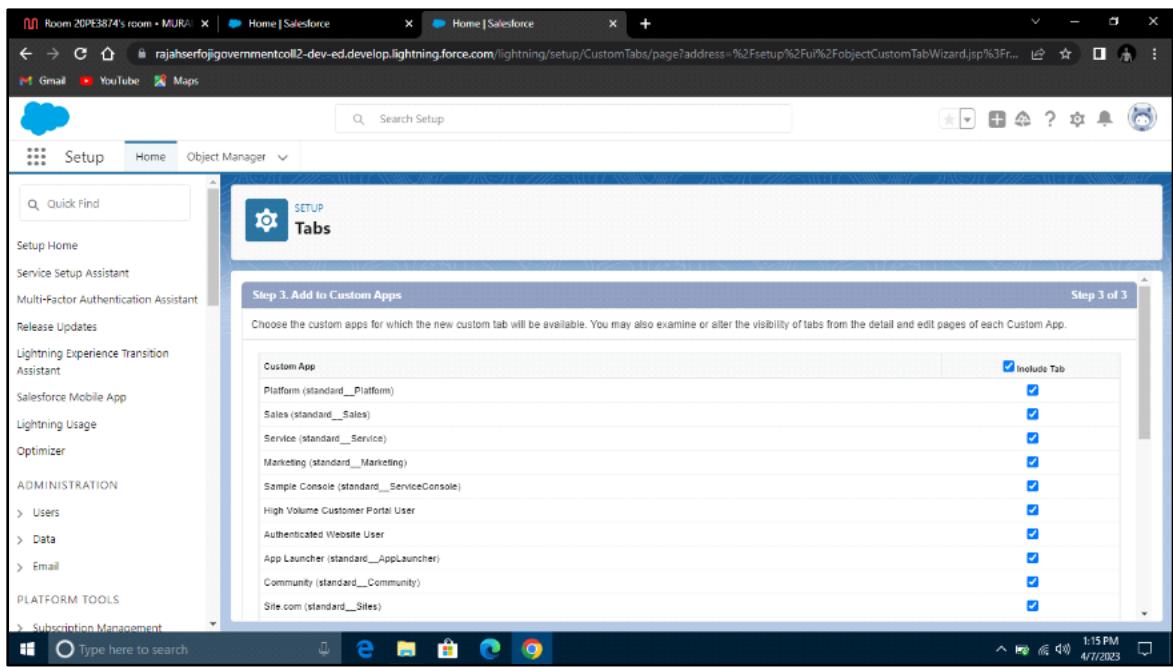
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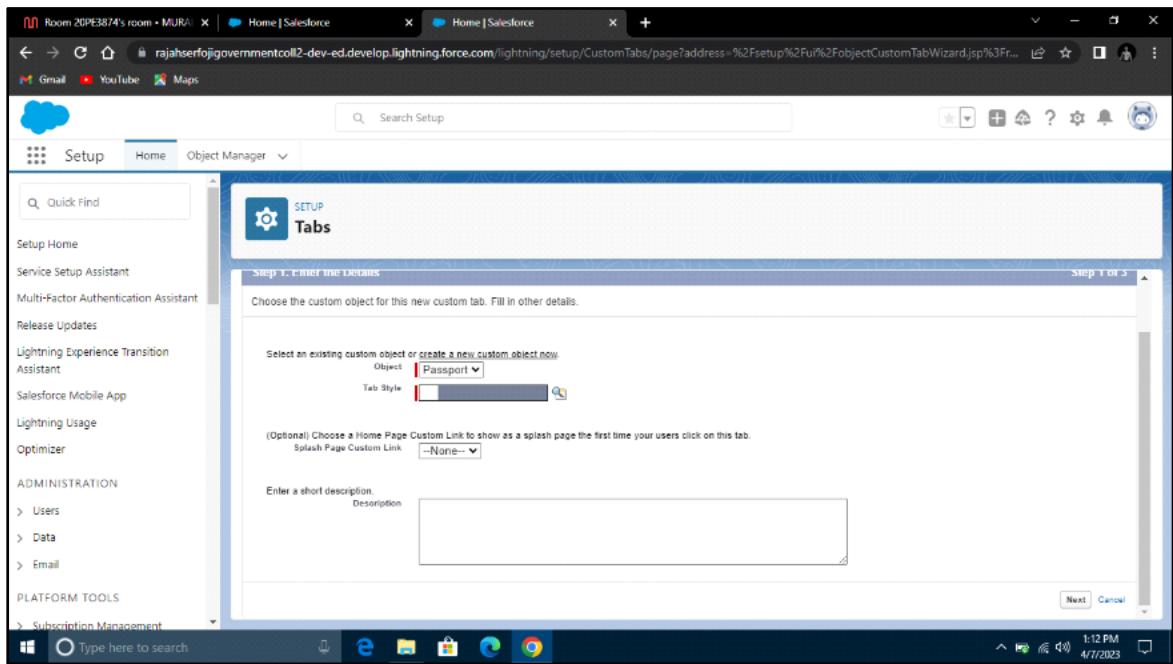
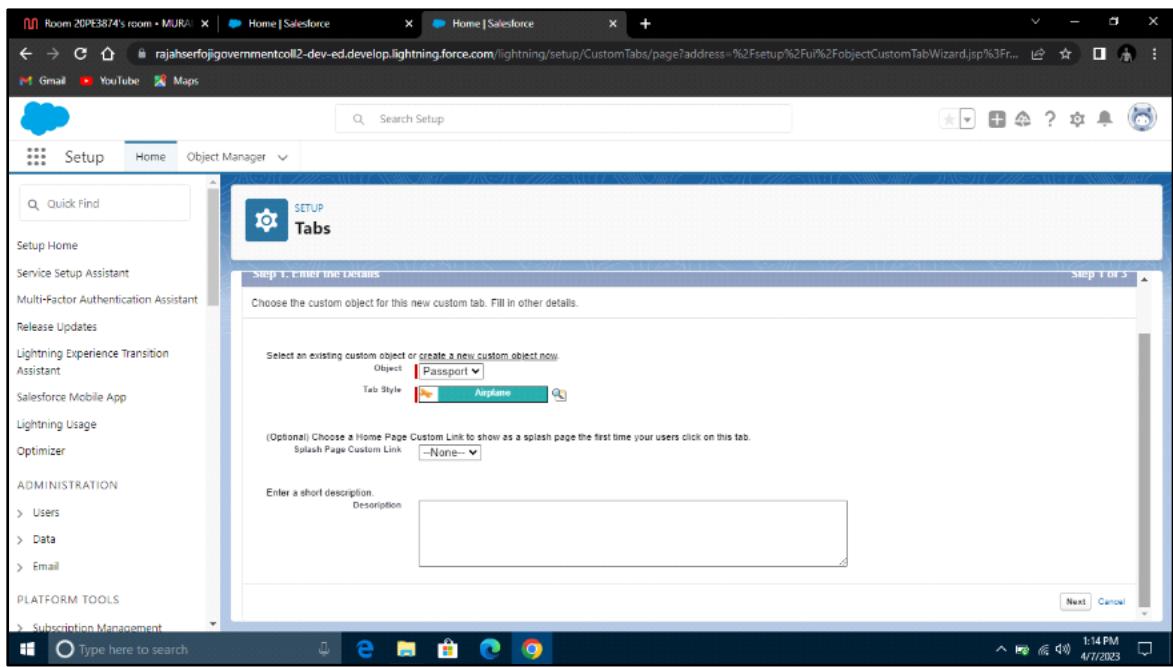
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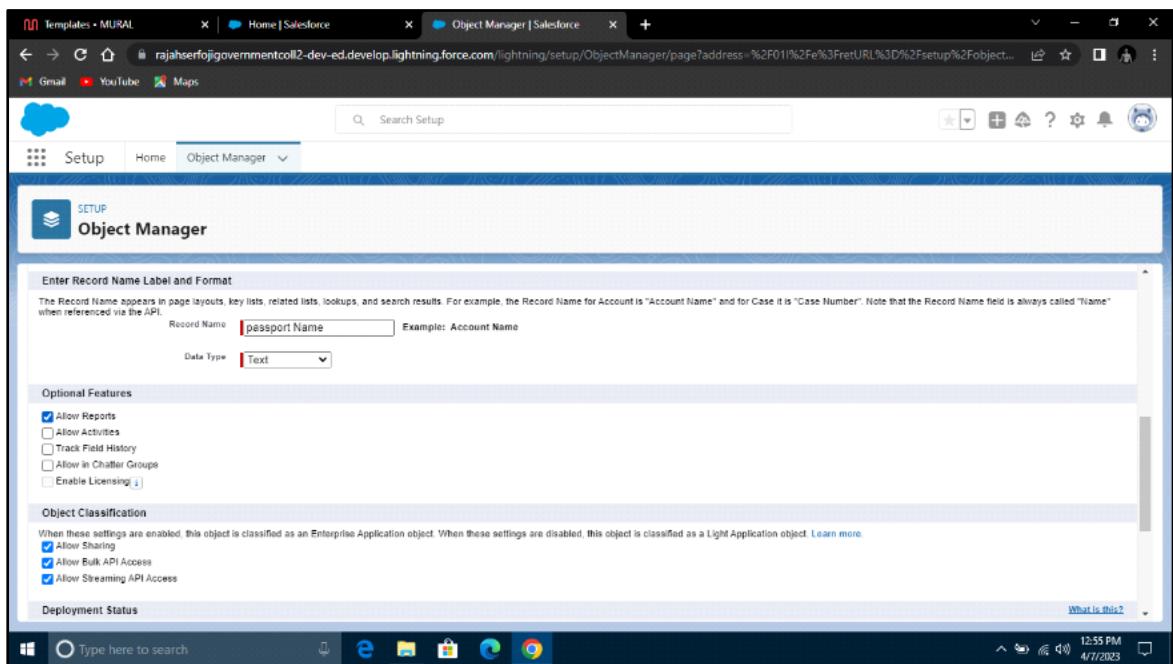
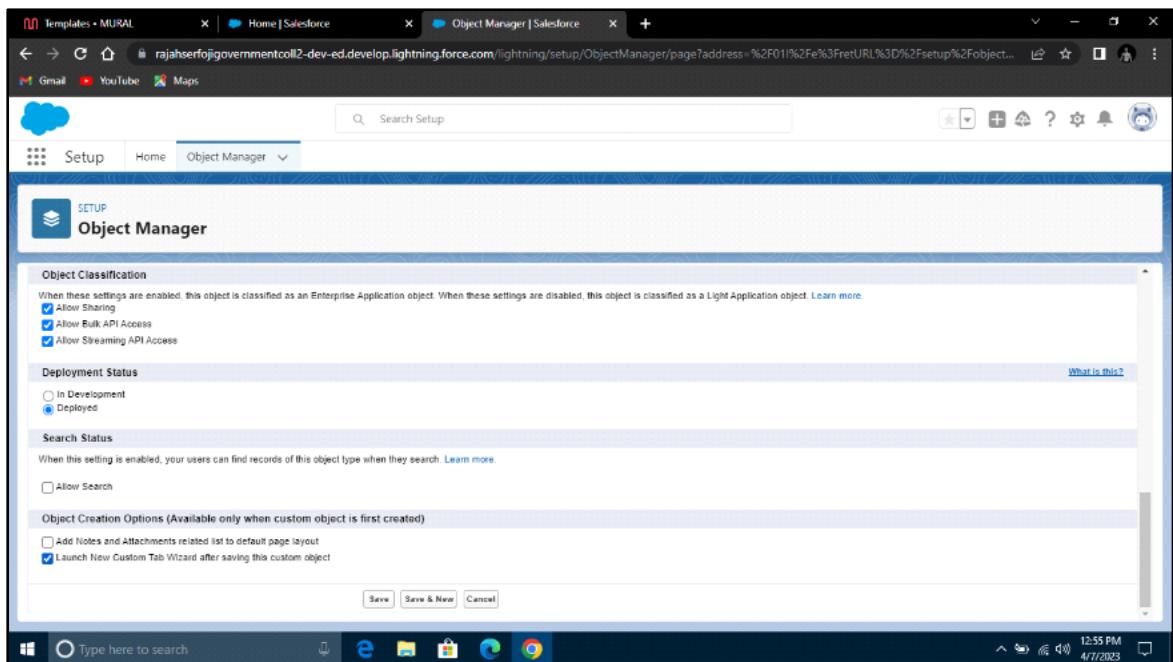
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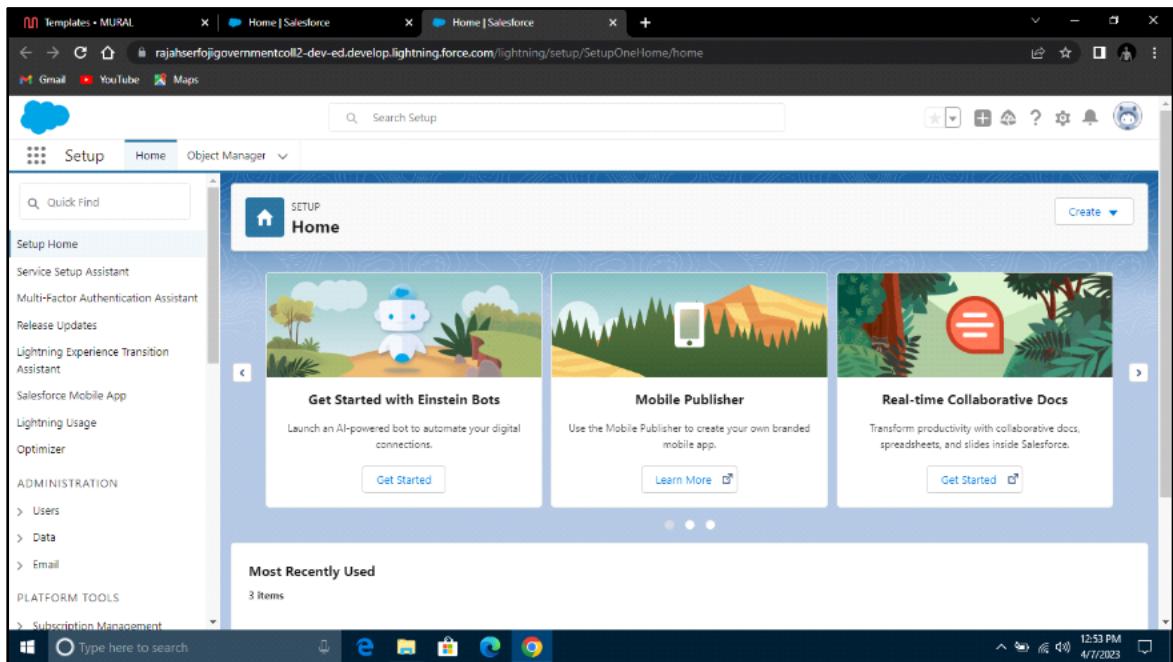
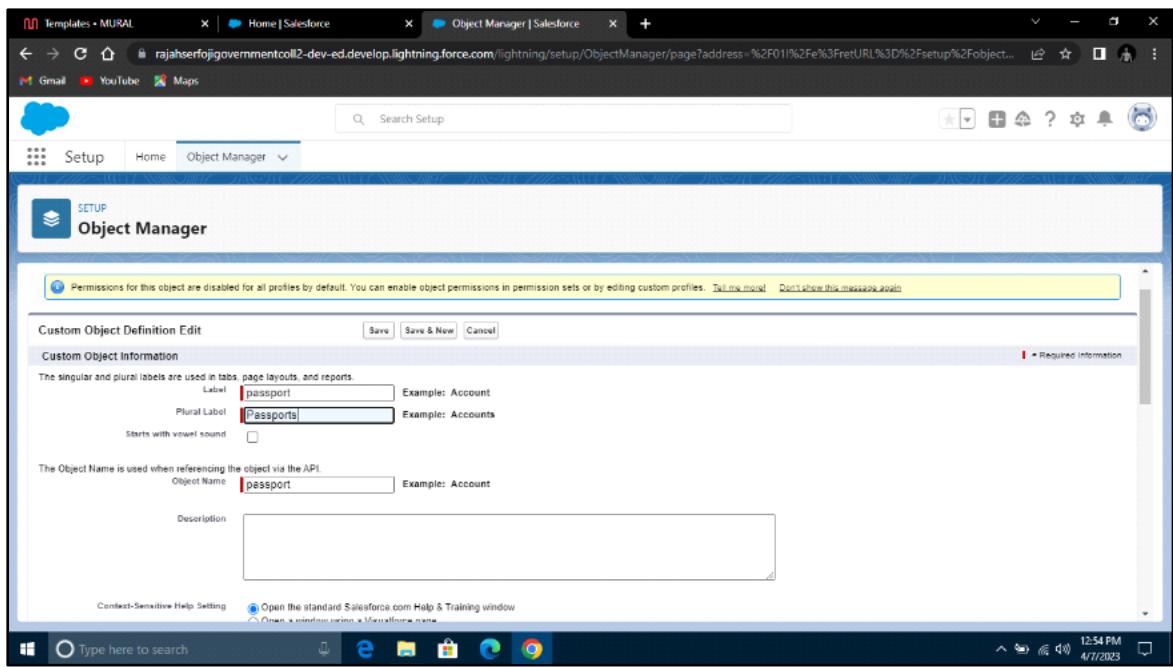
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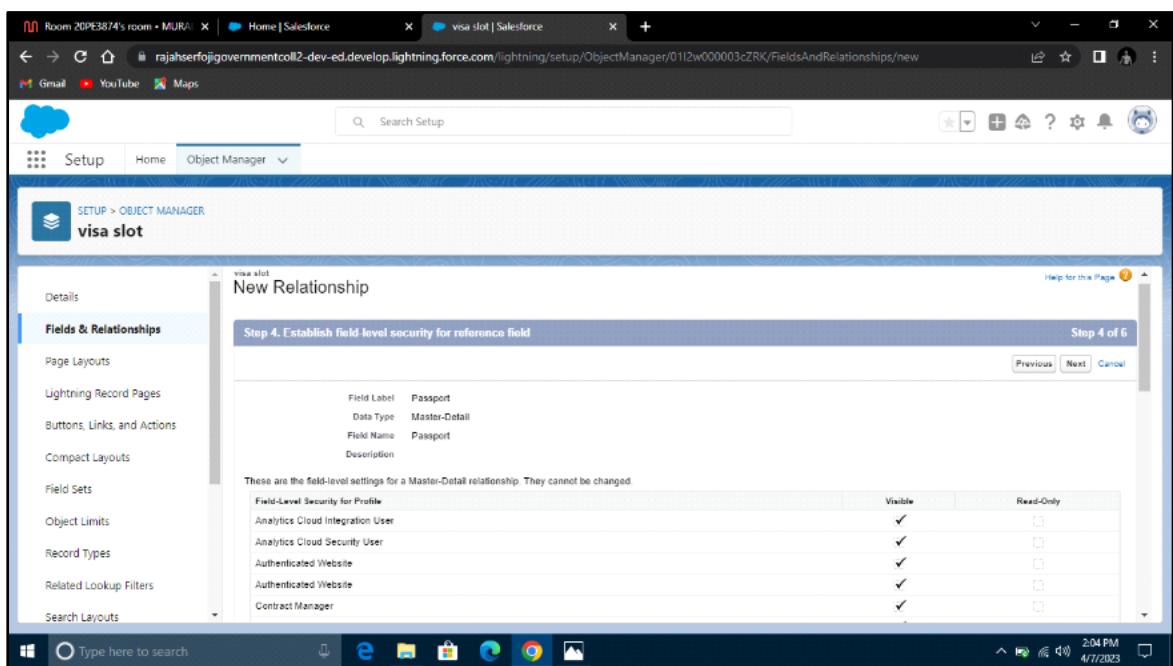
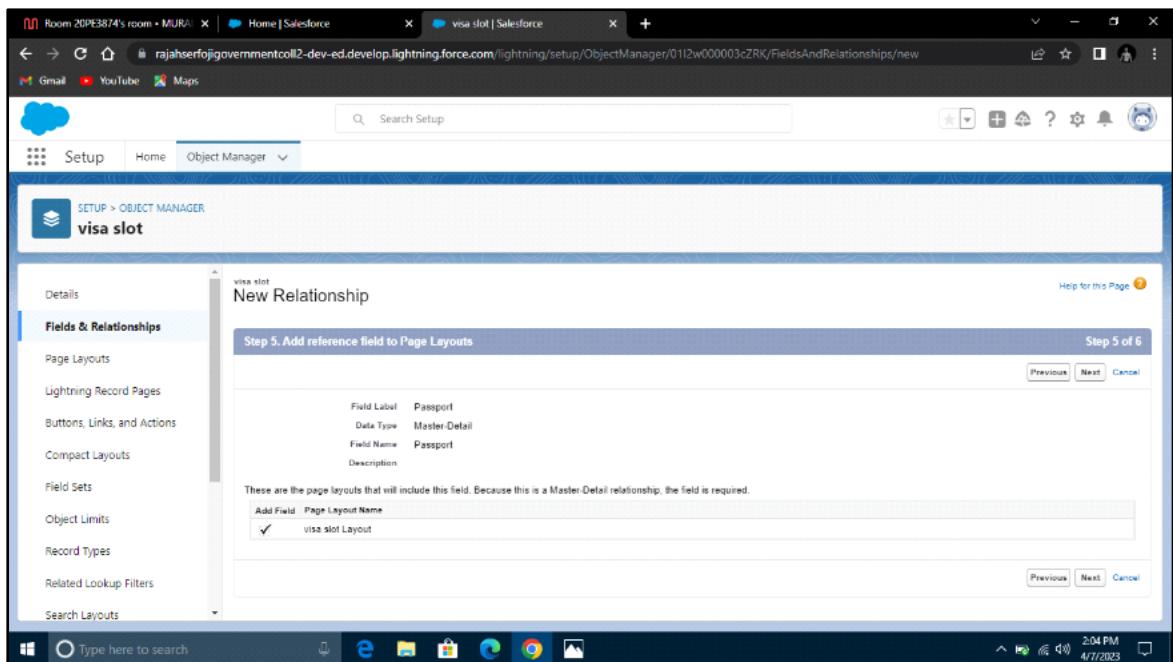
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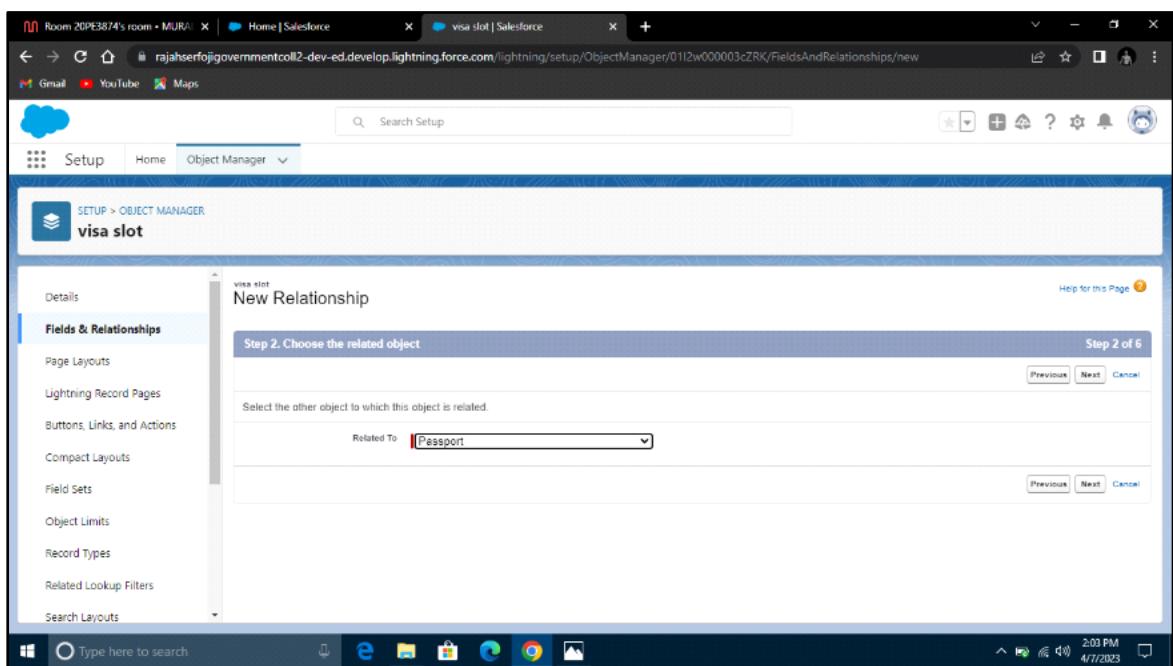
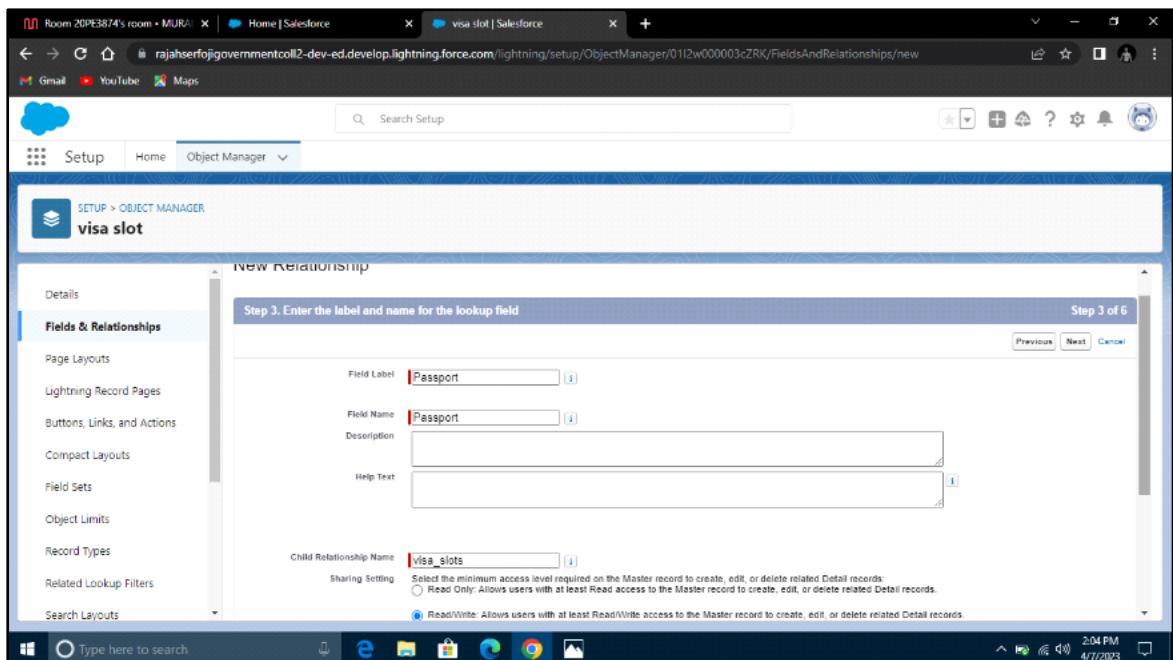
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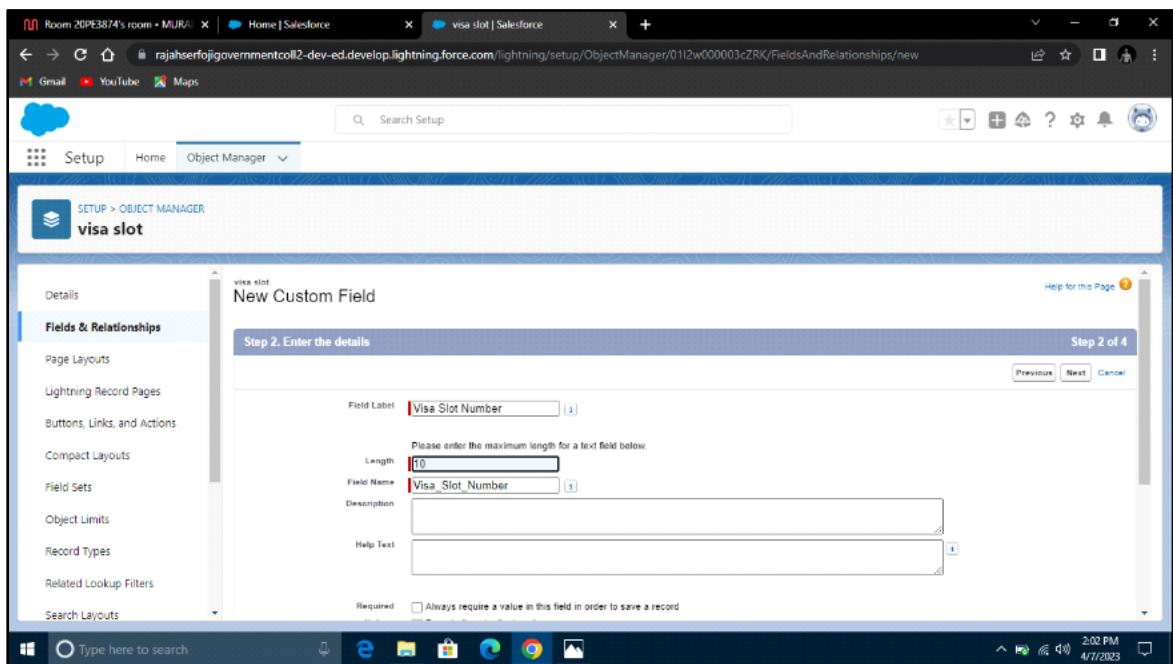
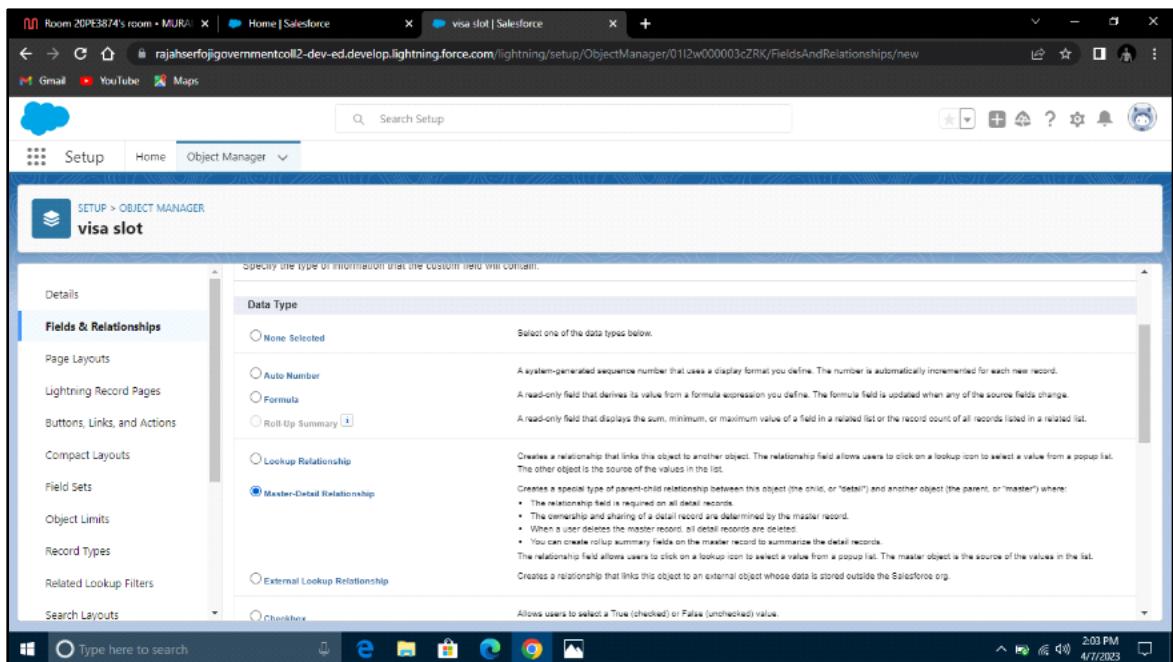
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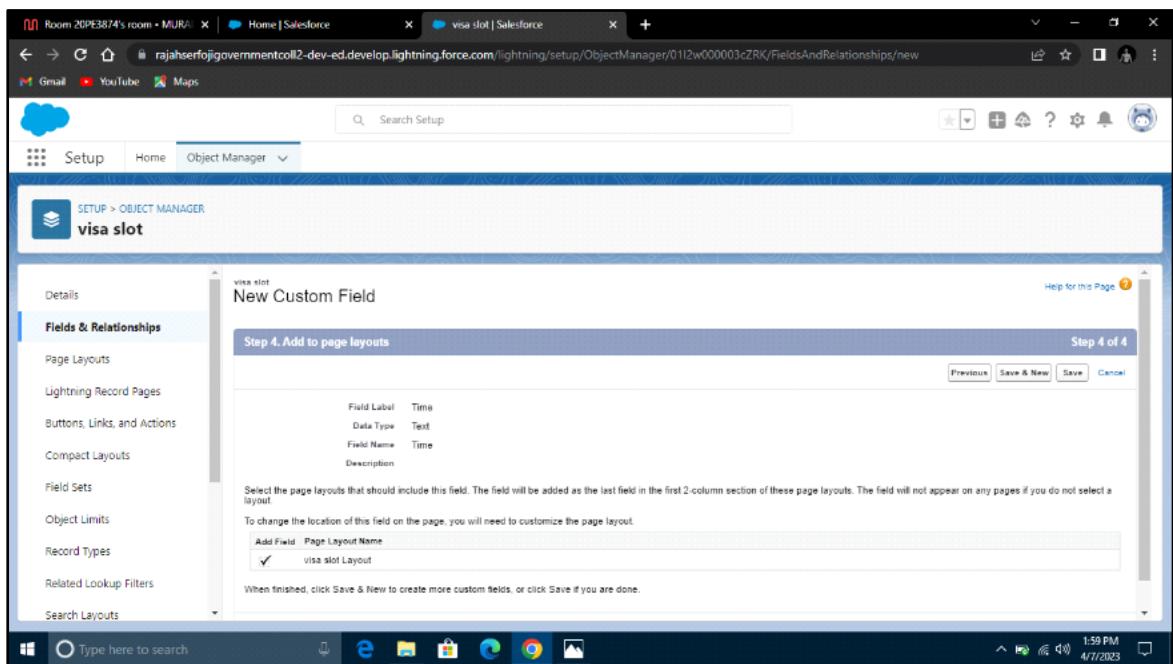
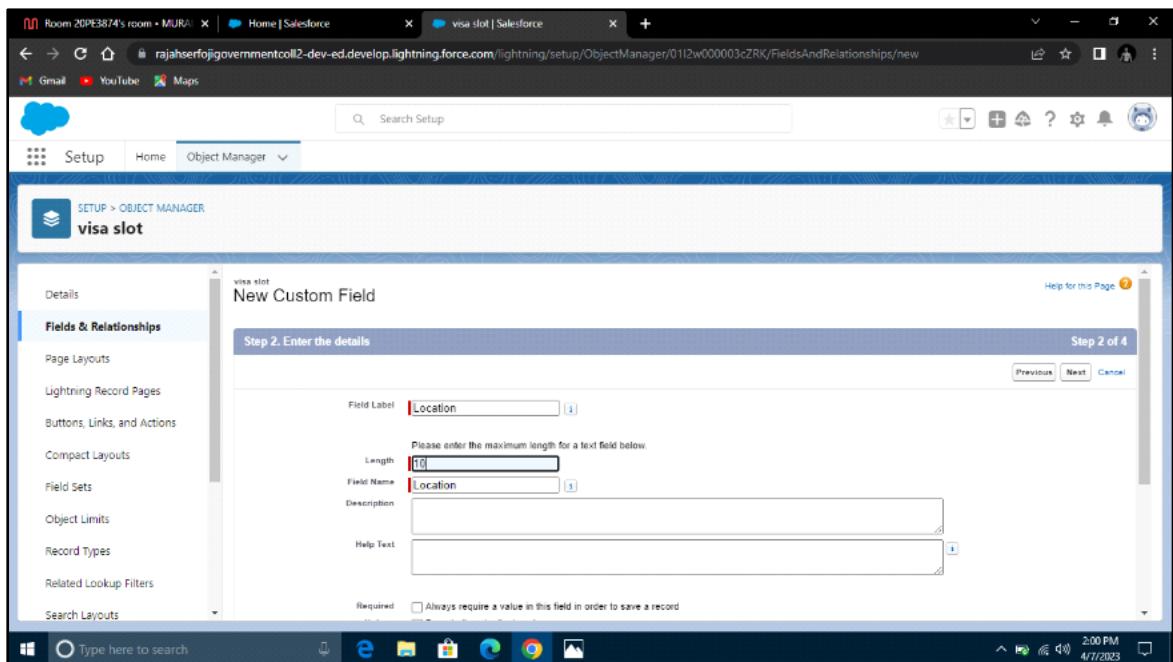
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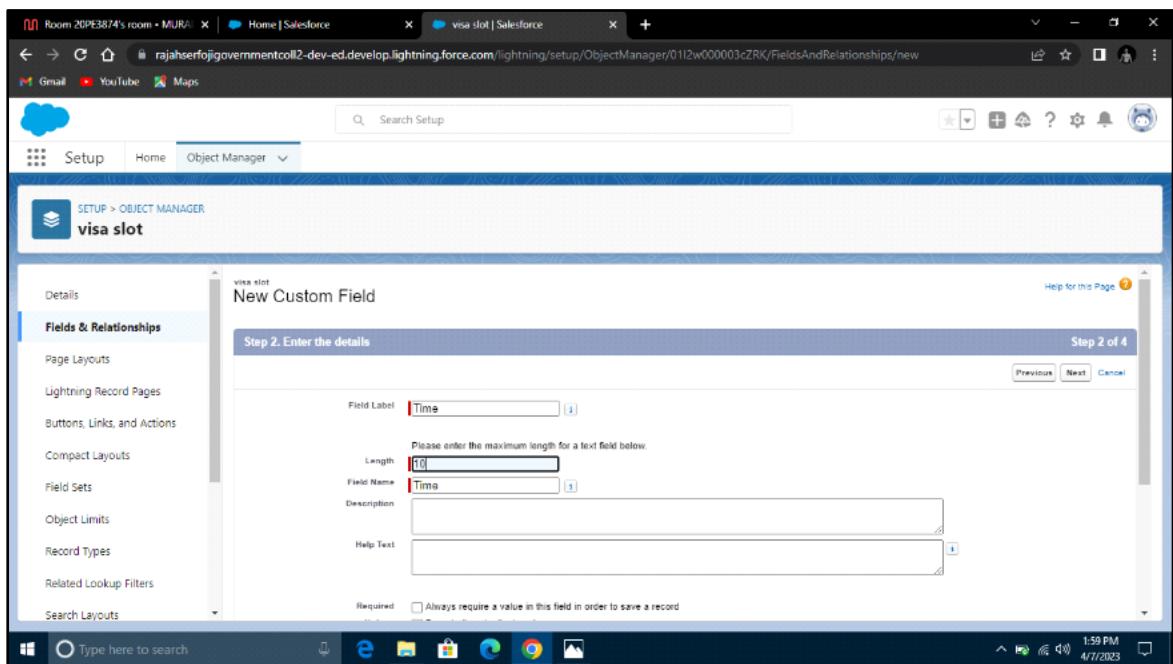
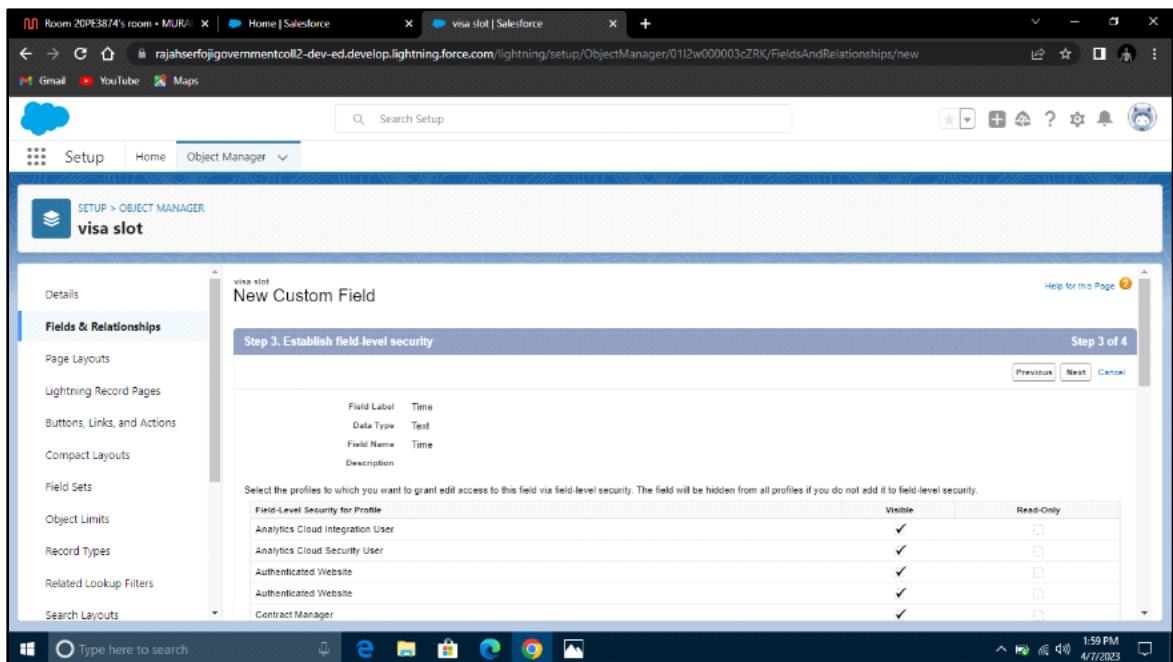
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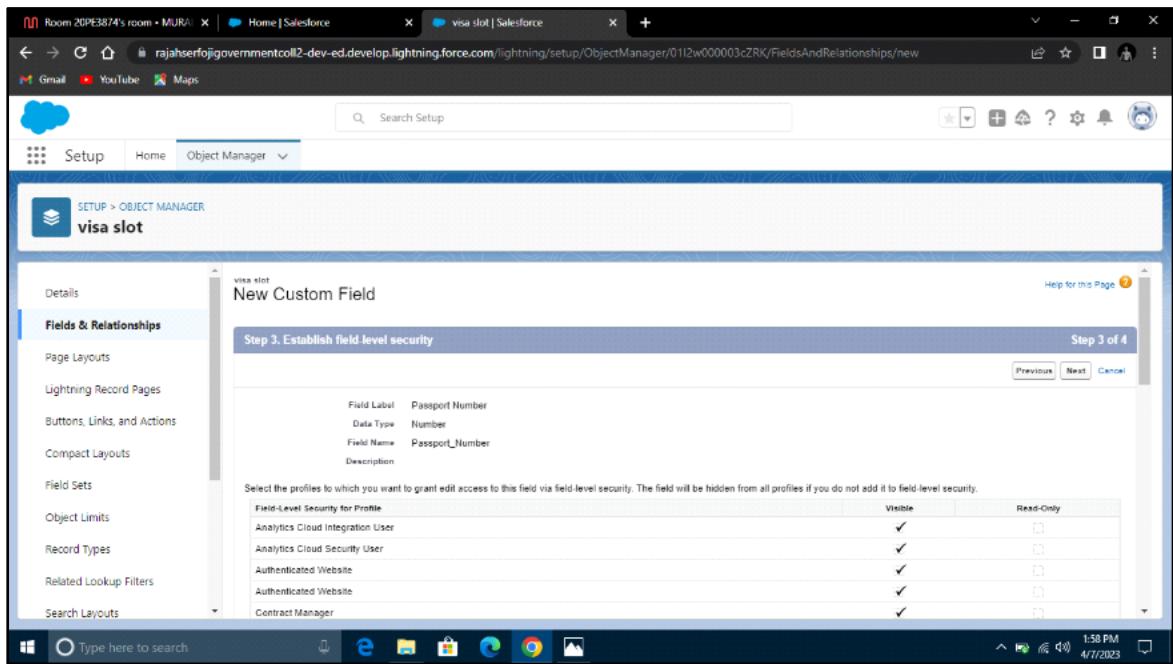
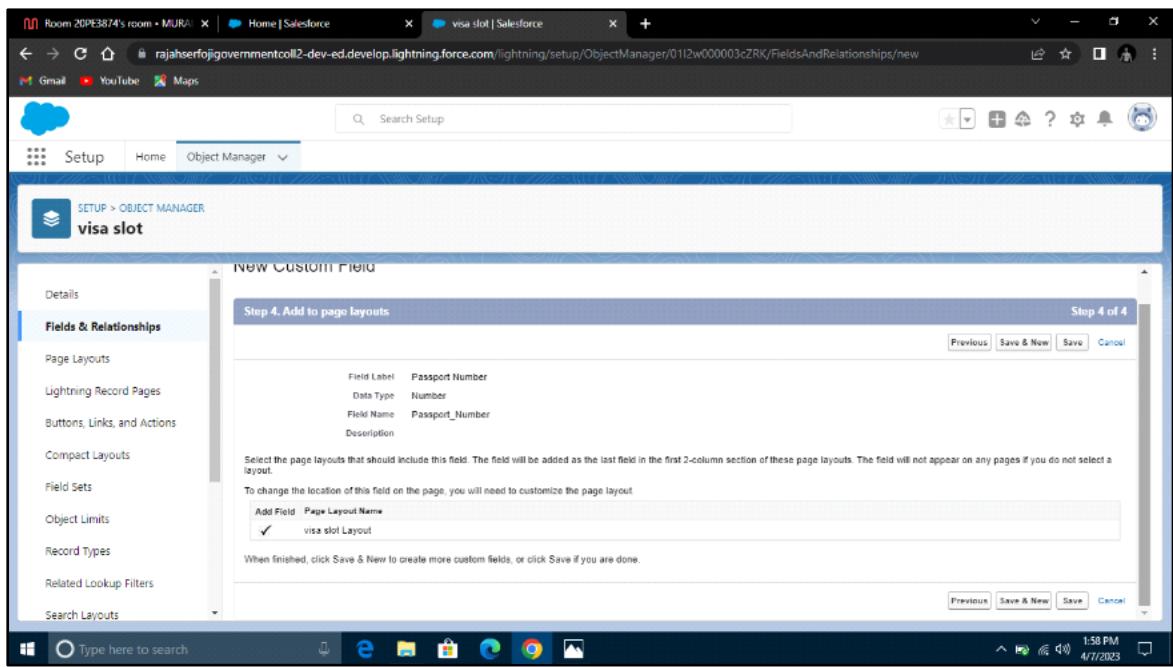
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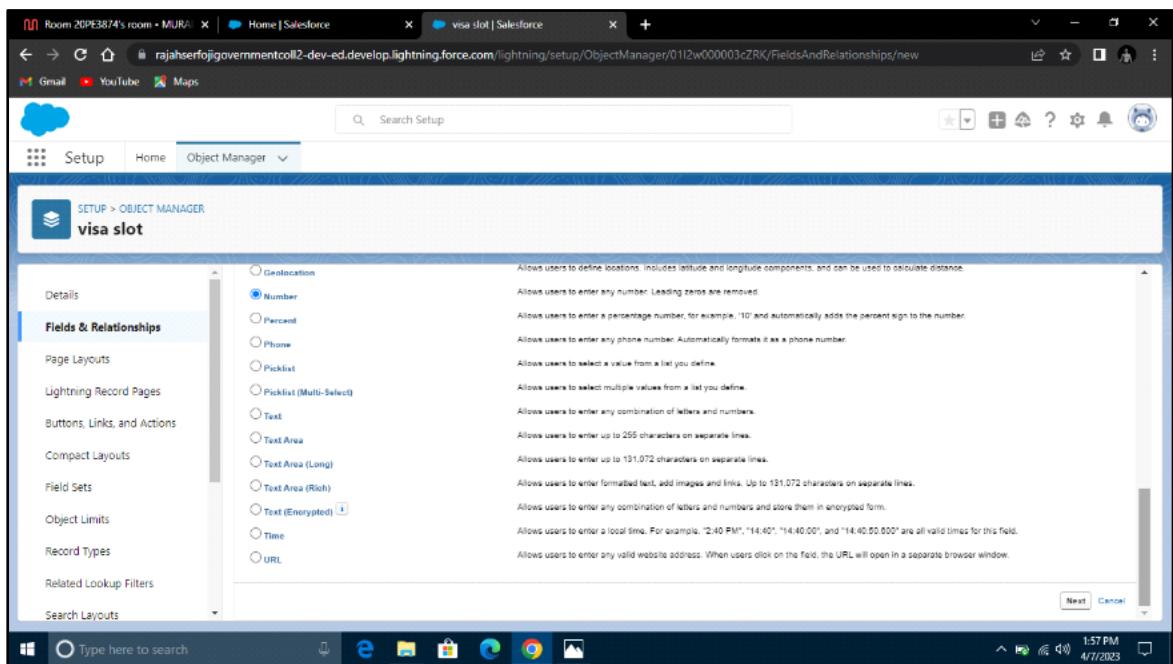
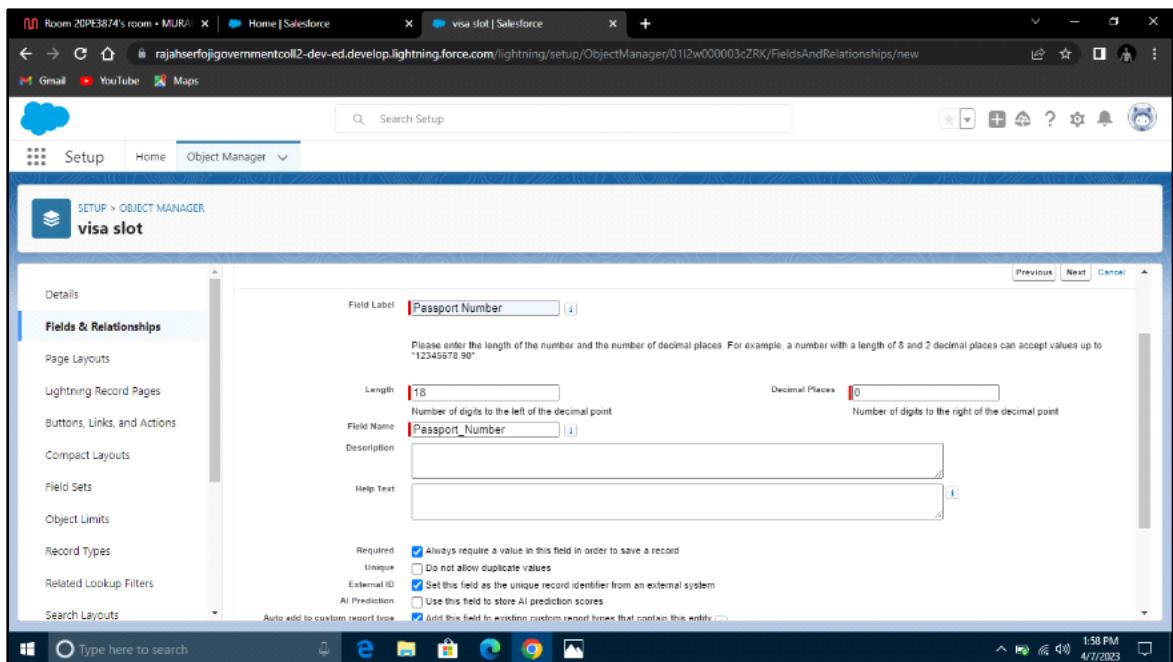
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The screenshot shows the Salesforce Object Manager interface. At the top, there are tabs for Setup, Home, and Object Manager. A search bar contains the text "visa". Below the search bar, a table lists one item: "visa slot" (Label), "visa\_slot\_c" (API Name), "Custom Object" (Type), and "07/04/2023" (Last Modified). The Deployed column has a checkmark icon.

The screenshot shows the Fields & Relationships page for the Passport object. On the left, a sidebar lists various setup options like Details, Fields & Relationships, Page Layouts, etc. The main area displays a table of fields:

Field Label	API Name	Type
Contact Number	Contact_Number__c	Number(18, 0) (External ID)
Created By	CreatedById	Lookup(User)
Full Name	Full_Name__c	Text(10) (External ID)
Last Modified By	LastModifiedById	Lookup(User)
Owner	OwnerId	Lookup(User, Group)
Passport Name	Name	Text(80)
Passport Number	Passport_Number__c	Text(10) (External ID)
Permanent Address	Permanent_Address__c	Text(10) (External ID)



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The screenshot shows the Salesforce Object Manager Fields & Relationships page for the Passport object. The page lists eight fields:

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Contact Number	Contact_Number__c	Number(18, 0) (External ID)		✓
Created By	CreatedById	Lookup(User)		
Full Name	Full_Name__c	Text(10) (External ID)		✓
Last Modified By	LastModifiedById	Lookup(User)		
Owner	OwnerId	Lookup(User.Group)		✓
Passport Name	Name	Text(80)		✓
Passport Number	Passport_Number__c	Text(10) (External ID)		✓

The screenshot shows the Salesforce Object Manager Details page for the Passport object. The page displays various configuration settings:

- Description:** [Empty text area]
- Help Text:** [Empty text area]
- Data Owner:** User
- Field Usage:** -None-
- Data Sensitivity Level:** -None-
- Compliance Categorization:** Available (PII, HIPAA, GDPR, PCI) and Chosen (empty)
- General Options:**
  - Required:  Always require a value in this field in order to save a record
  - Unique:  Do not allow duplicate values
  - External ID:  Set this field as the unique record identifier from an external system
  - AI Prediction:  Use this field to store AI prediction scores
  - Default Value: Show Formula Editor



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The screenshot shows the Salesforce Object Manager interface for the 'Passport' object. A custom field named 'Contact Number' has been created. The 'Field Information' section displays the following details:

Field Label	Contact Number	Object Name	Passport
Field Name	Contact_Number	Data Type	Number
API Name	Contact_Number__c		
Description			
Help Text			
Date Owner			
Field Usage			
Data Sensitivity Level			
Compliance Categorization			

The 'General Options' section indicates that the field is 'Required'. The 'Created By' and 'Modified By' fields show 'Udhayakumar M' with the timestamp '07/04/2023, 1:30 pm'.

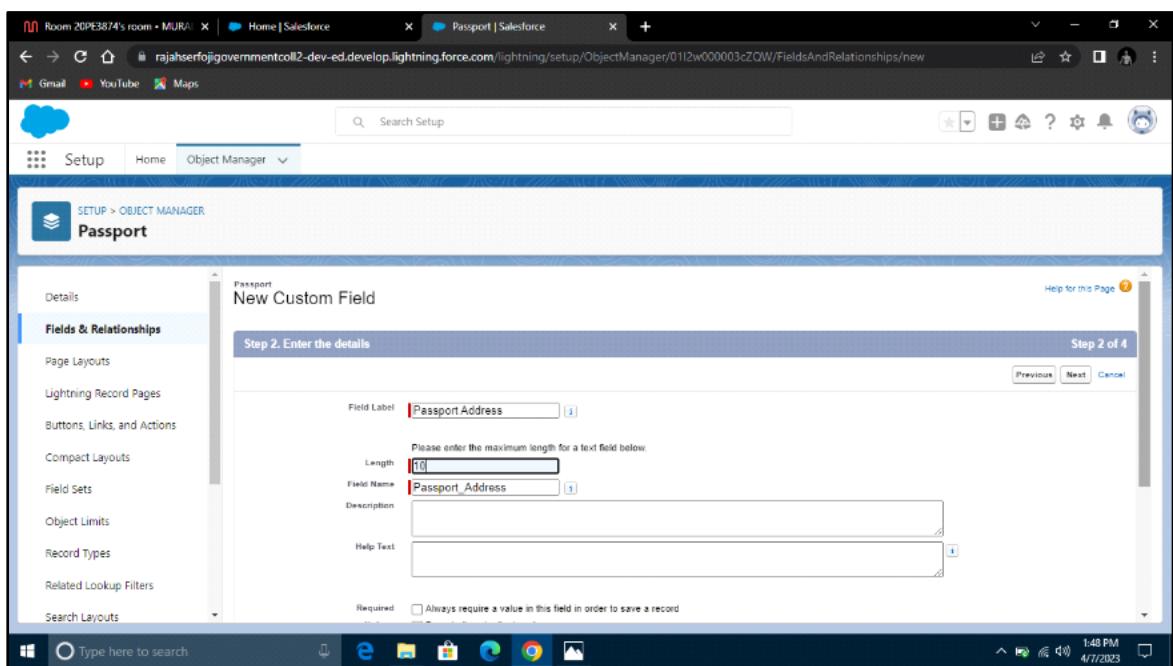
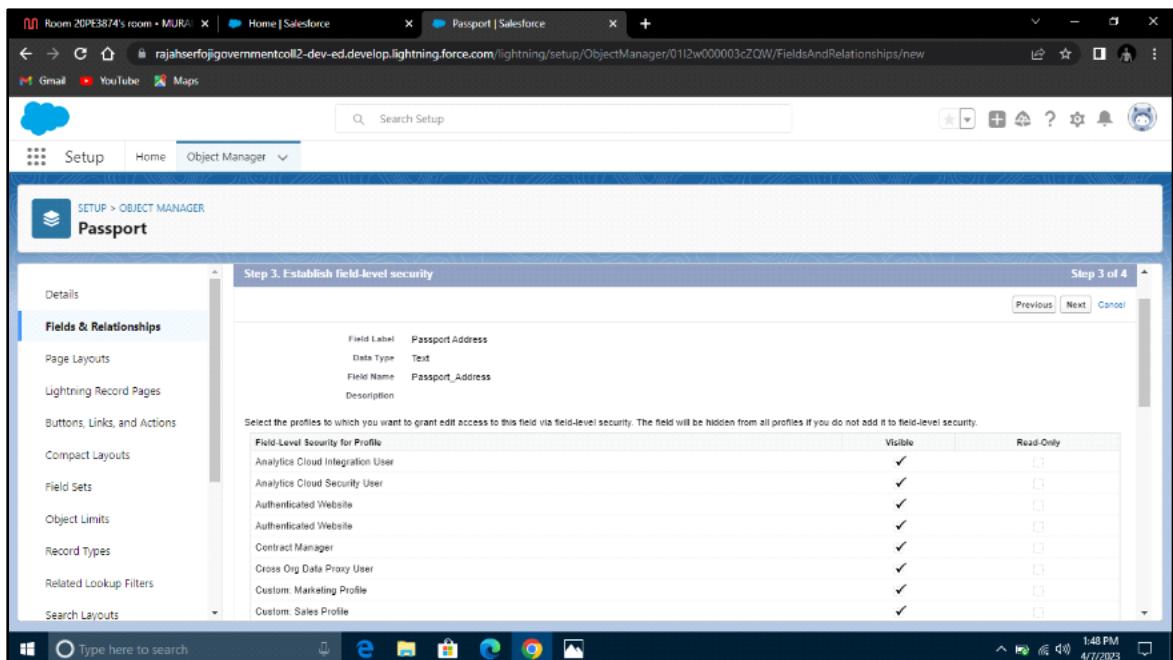
The screenshot shows the process of creating a new custom field named 'Passport Address'. The 'Step 4. Add to page layouts' step is displayed, showing the field configuration:

Field Label	Passport Address
Data Type	Text
Field Name	Passport_Address
Description	

The 'Add Field' section lists 'Passport Layout' with a checked checkbox. The status bar at the bottom right shows '1:48 PM 4/7/2023'.



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The screenshot shows the Salesforce Object Manager Fields & Relationships page for the Passport object. The page lists various fields such as Contact Number, Created By, Full Name, Last Modified By, Owner, Passport Name, and Passport Number. The table includes columns for FIELD LABEL, FIELD NAME, DATA TYPE, CONTROLLING FIELD, and INDEXED.

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Contact Number	Contact_Number__c	Number(18, 0)		
Created By	CreatedById	Lookup(User)		
Full Name	Full_Name__c	Text(10) (External ID)		
Last Modified By	LastModifiedById	Lookup(User)		
Owner	OwnerId	Lookup(User/Group)		
Passport Name	Name	Text(80)		
Passport Number	Passport_Number__c	Text(10) (External ID)		

The screenshot shows the Step 4 of 4: Add to page layouts page for creating a new custom field named "Passport Number". The field is defined as a Text type with the internal name "Passport\_Number". The user has selected the "Passport Layout" for inclusion in the page layout. The page also includes instructions for changing field location and buttons for Previous, Save & New, Save, and Cancel.

Step 4 of 4

Field Label: Passport Number  
Data Type: Text  
Field Name: Passport\_Number  
Description:

Select the page layouts that should include this field. The field will be added as the last field in the first 2-column section of these page layouts. The field will not appear on any pages if you do not select a layout.

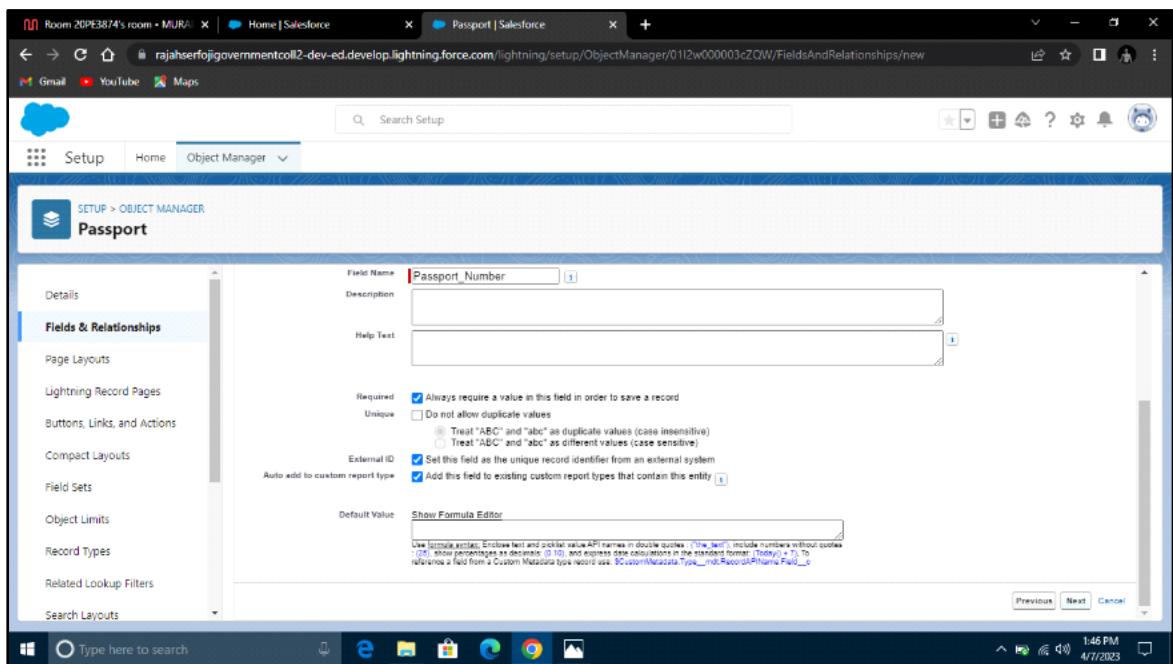
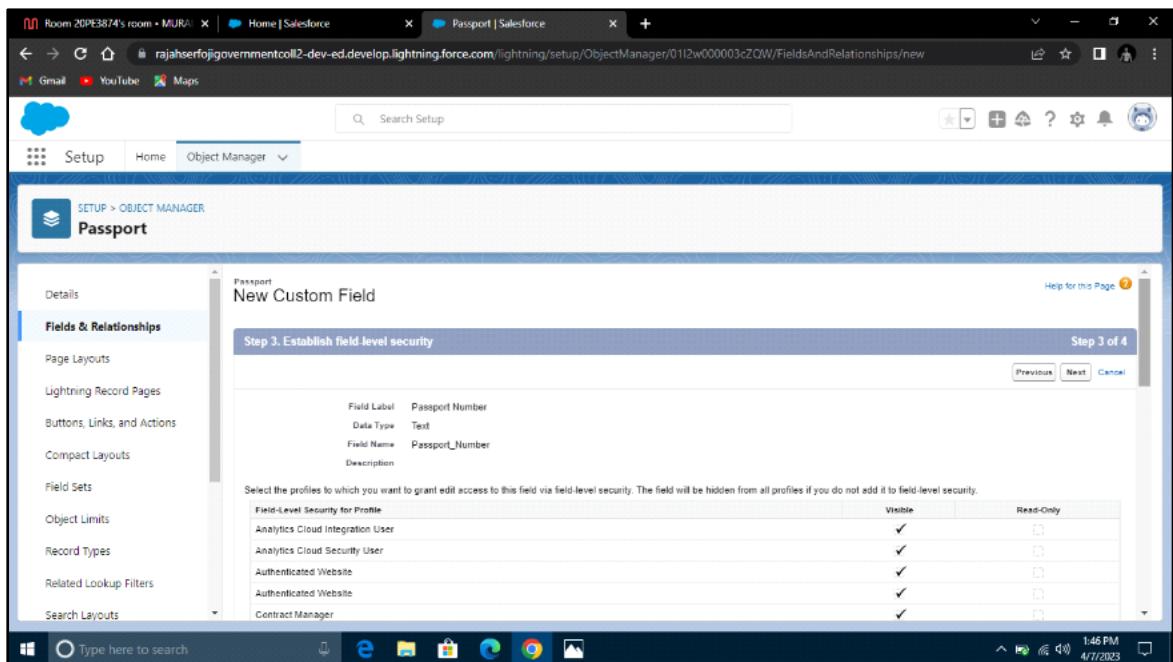
To change the location of this field on the page, you will need to customize the page layout.

Add Field Page Layout Name  
 Passport Layout

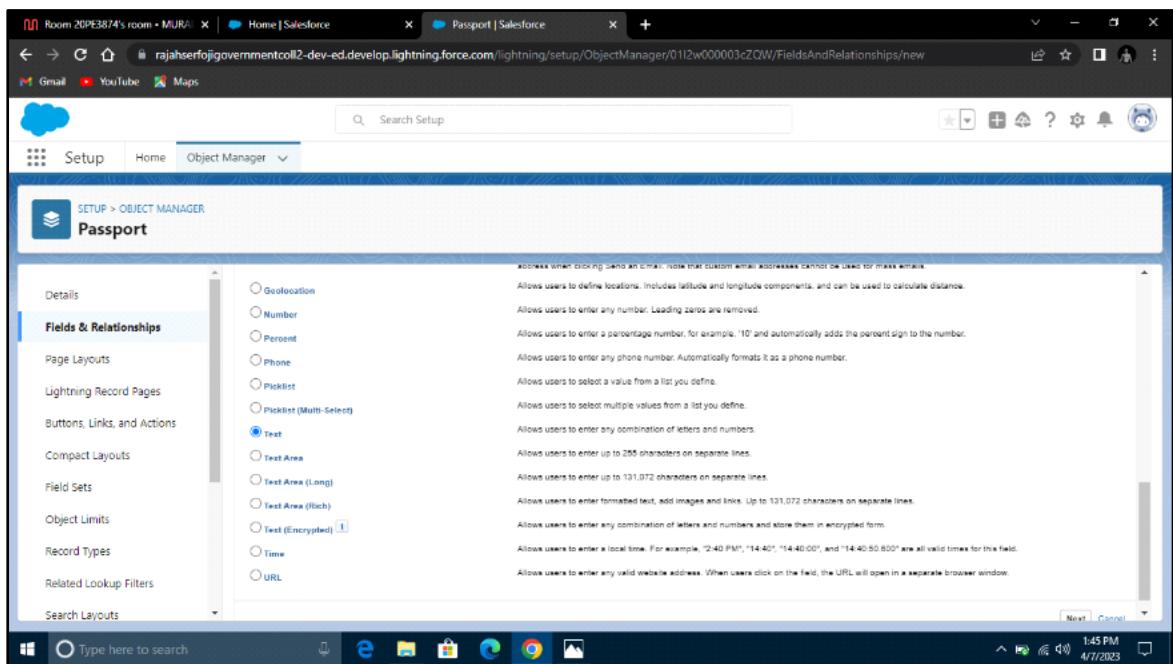
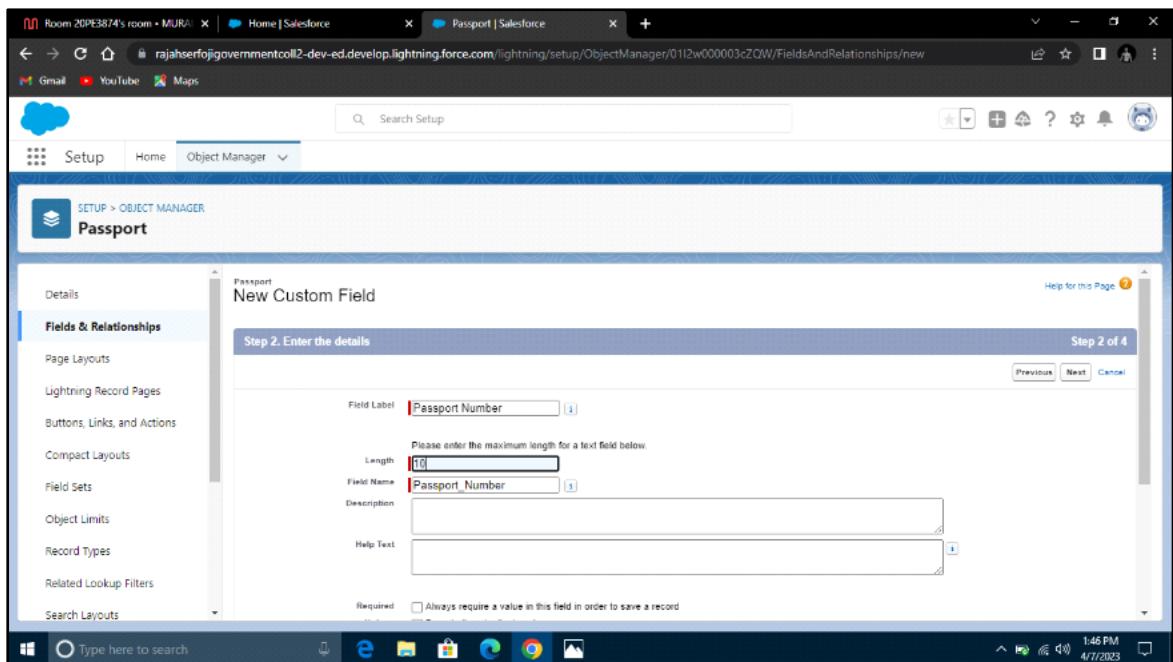
When finished, click Save & New to create more custom fields, or click Save if you are done.



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The screenshot shows the Salesforce Object Manager Fields & Relationships page for the Passport object. The page lists six fields: Contact Number, Created By, Full Name, Last Modified By, Owner, and Passport Name. The Full Name field is highlighted with a red border.

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Contact Number	Contact_Number__c	Number(18, 0)		
Created By	CreatedById	Lookup(User)		
Full Name	Full_Name__c	Text(10) (External ID)		
Last Modified By	LastModifiedById	Lookup(User)		
Owner	OwnerId	Lookup(User.Group)		
Passport Name	Name	Text(80)		

The screenshot shows the Step 4 of 4: Add to page layouts page for creating a new custom field. The field being added is named 'Full Name' with a data type of 'Text'. It is selected for inclusion in the 'Passport Layout'. The page includes instructions and buttons for saving the changes.

Step 4 of 4

Field Label: Full Name  
Data Type: Text  
Field Name: Full\_Name  
Description:

Select the page layouts that should include this field. The field will be added as the last field in the first 2-column section of these page layouts. The field will not appear on any pages if you do not select a layout.

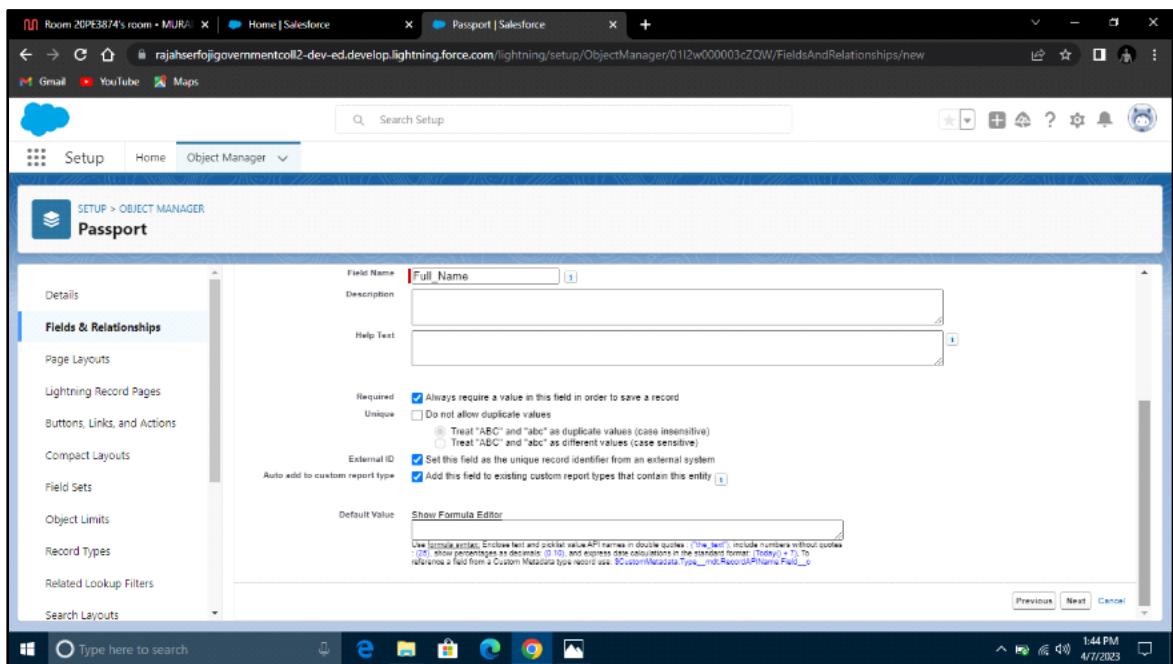
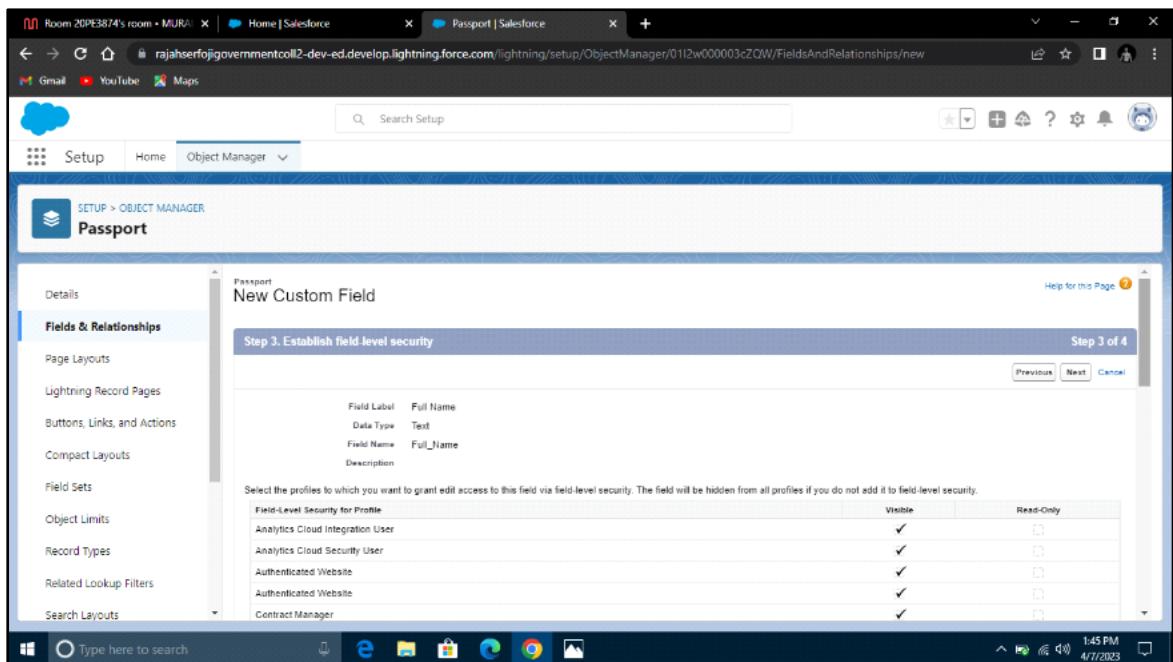
To change the location of this field on the page, you will need to customize the page layout.

Add Field Page Layout Name  
 Passport Layout

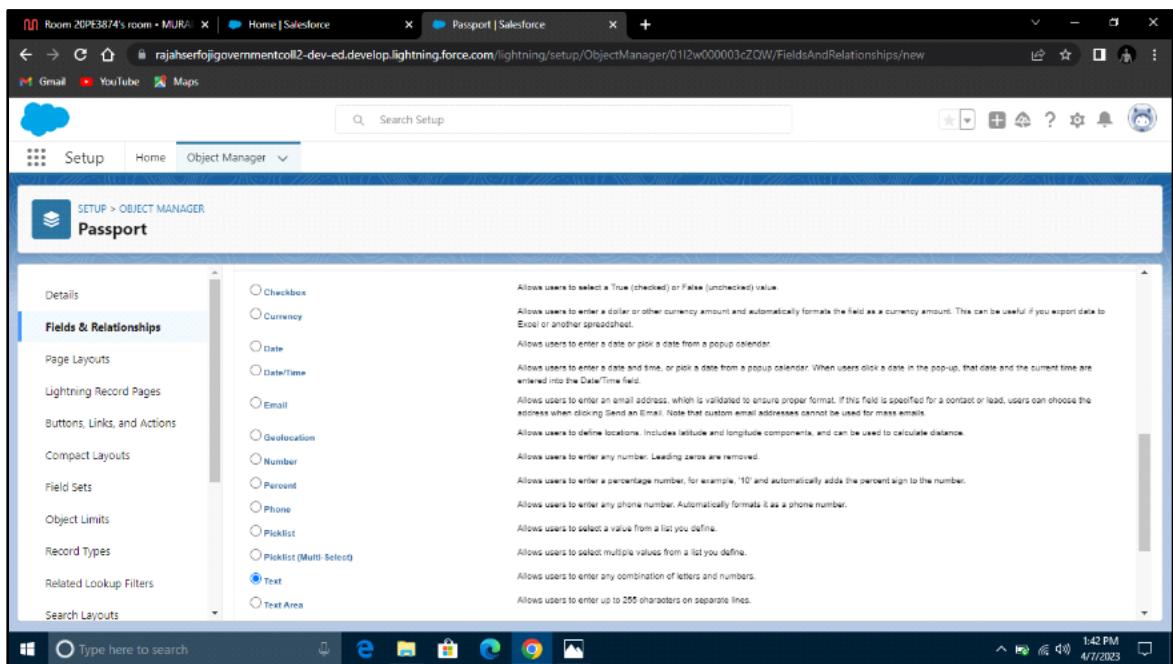
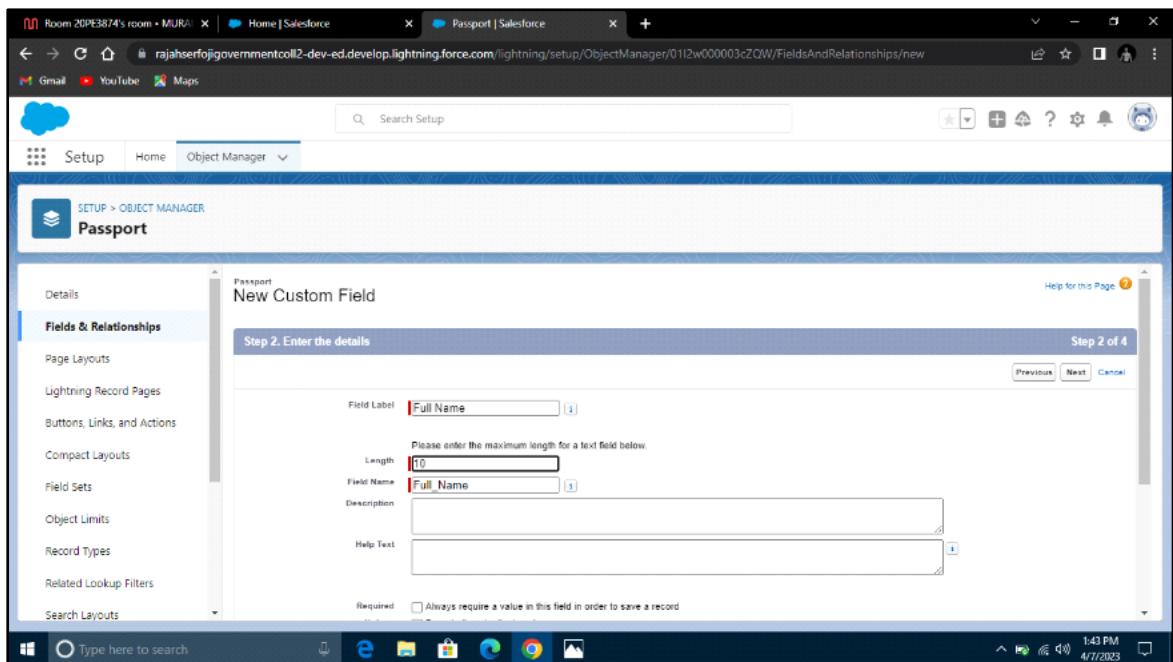
When finished, click Save & New to create more custom fields, or click Save if you are done.



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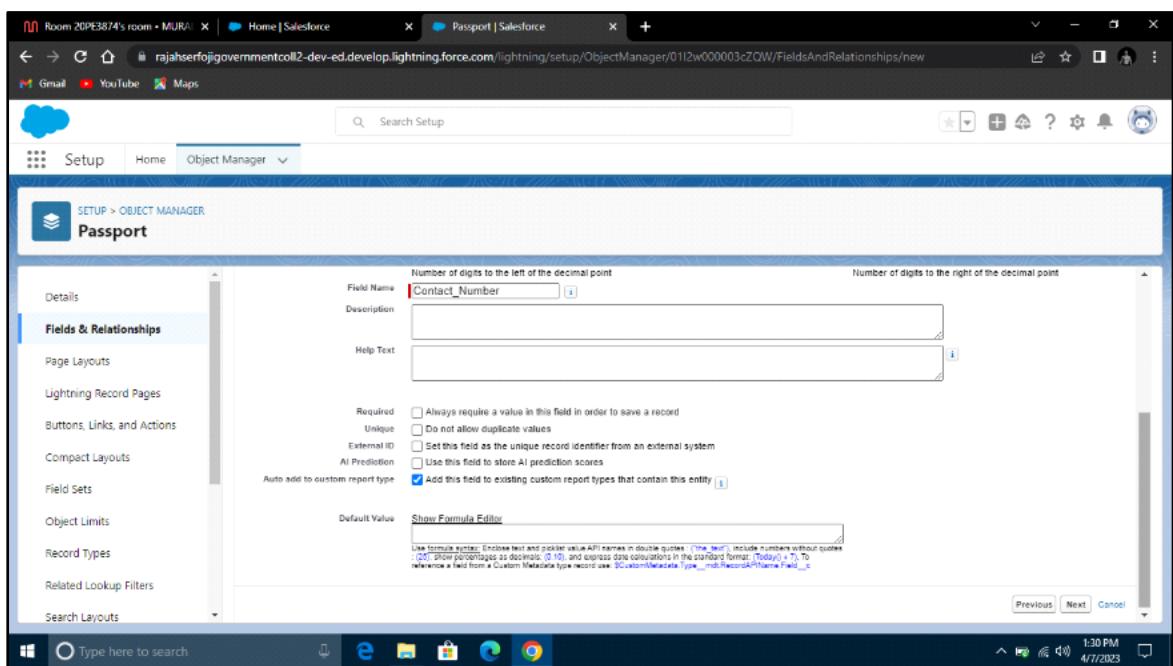
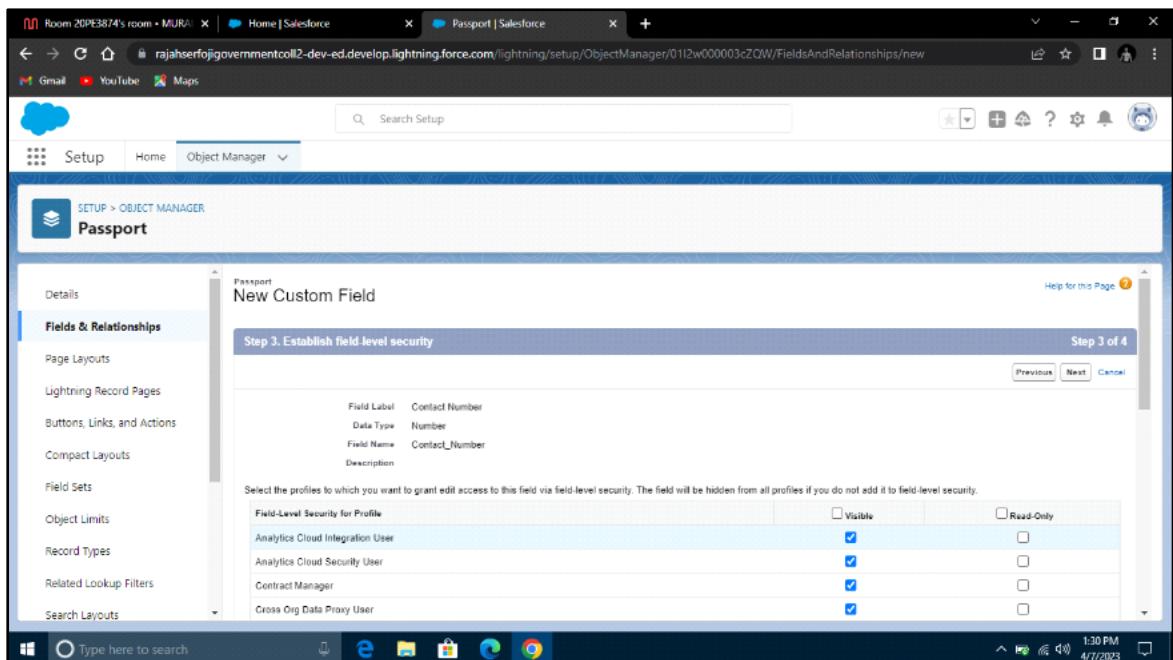
The screenshot shows the Salesforce Object Manager Fields & Relationships page for the Passport object. The left sidebar lists various setup options like Page Layouts, Lightning Record Pages, and Field Sets. The main area displays a table of fields:

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Contact Number	Contact_Number_c	Number(18, 0)		
Created By	CreatedById	Lookup(User)		
Last Modified By	LastModifiedById	Lookup(User)		
Owner	OwnerId	Lookup(User/Group)		
Passport Name	Name	Text(00)		

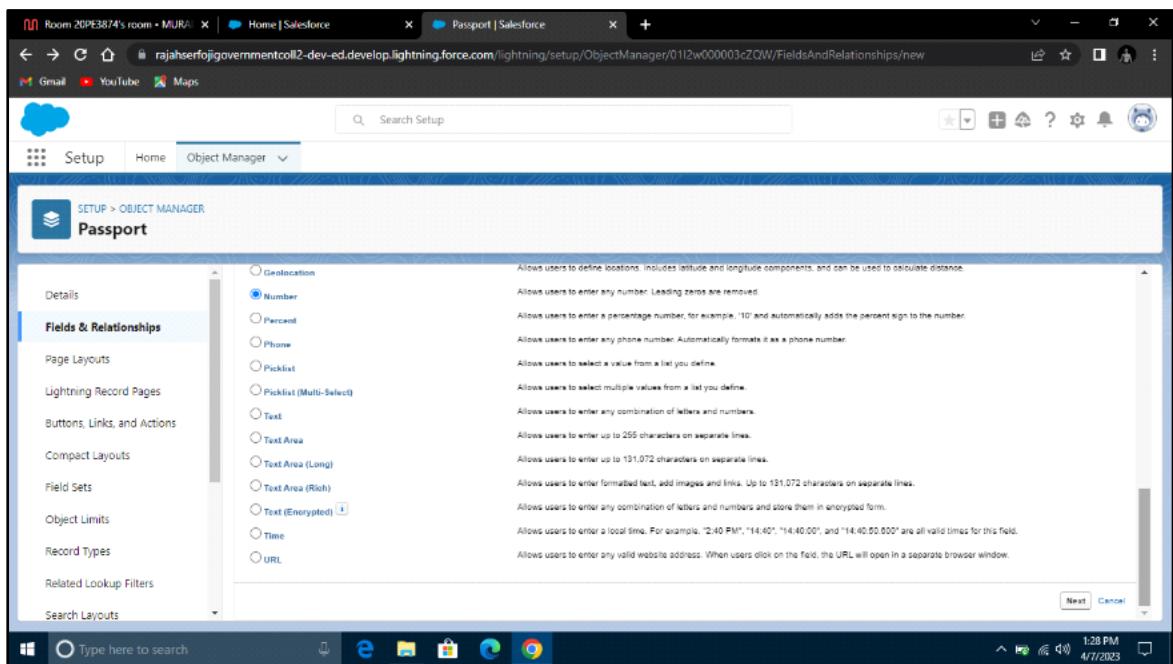
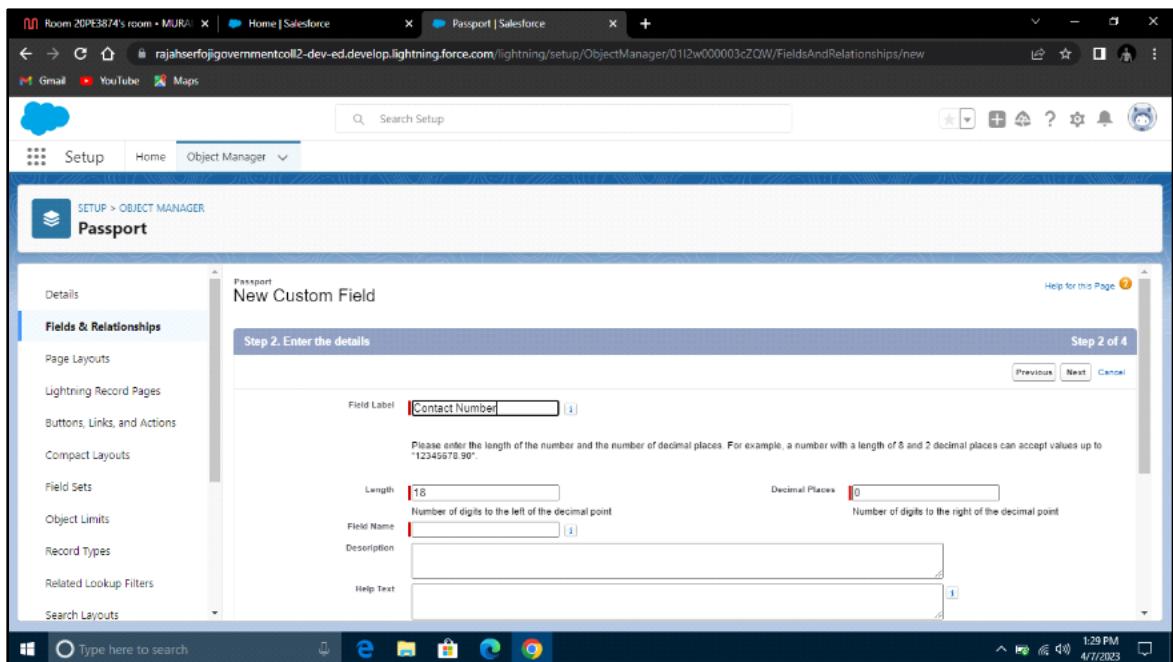
The screenshot shows the Step 4 of 4 screen for adding a new custom field to page layouts. The field details are: Field Label: Contact Number, Data Type: Number, Field Name: Contact\_Number. The instructions say to select page layouts that should include this field. The checkbox for "Passport Layout" is checked. Buttons at the bottom include Previous, Save & New, Save, and Cancel.



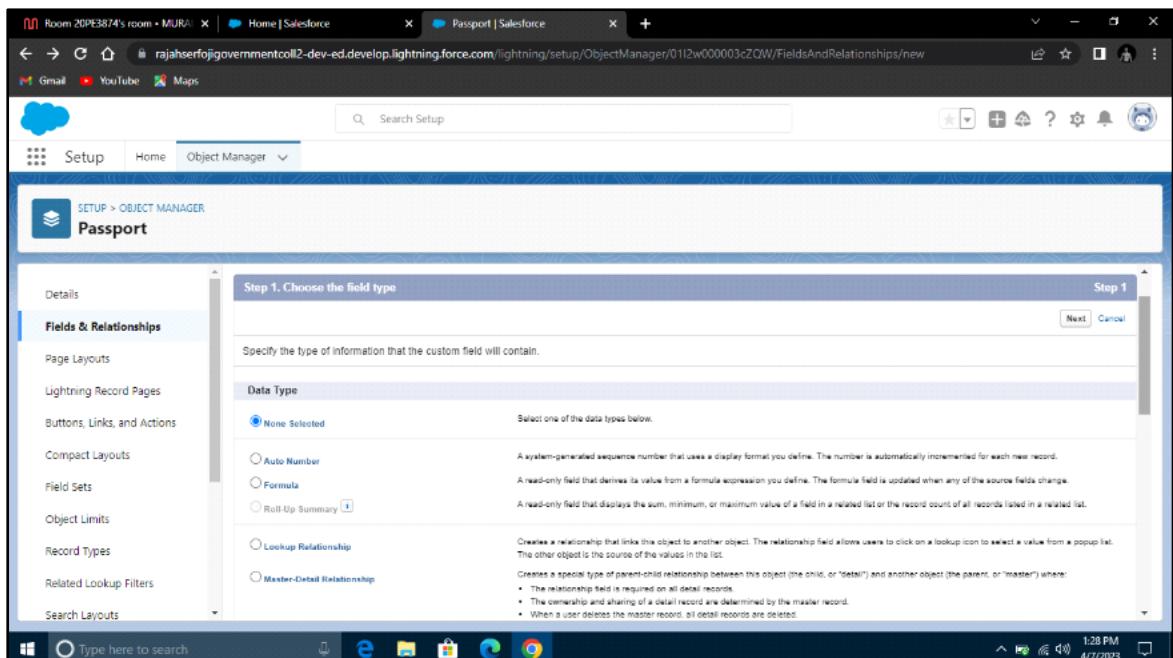
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Fields & Relationships					
FIELD LABEL		FIELD NAME		DATA TYPE	
Created By		CreatedById		Lookup(User)	
Last Modified By		LastModifiedById		Lookup(User)	
Owner		OwnerId		Lookup(User,Group)	✓
Passport Name		Name		Text(80)	✓



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The screenshot shows the Salesforce Object Manager page. At the top, there are tabs for Setup, Home, and Object Manager. A search bar contains the text "pass". Below the search bar, a table lists one item: "Passport" with API name "Passport\_\_c" and type "Custom Object". The table includes columns for Label, API Name, Type, Description, Last Modified, and Deployed. The "Last Modified" column shows "07/04/2023". The "Deployed" column has a dropdown arrow pointing down. The status bar at the bottom right indicates "1:27 PM 4/7/2023".

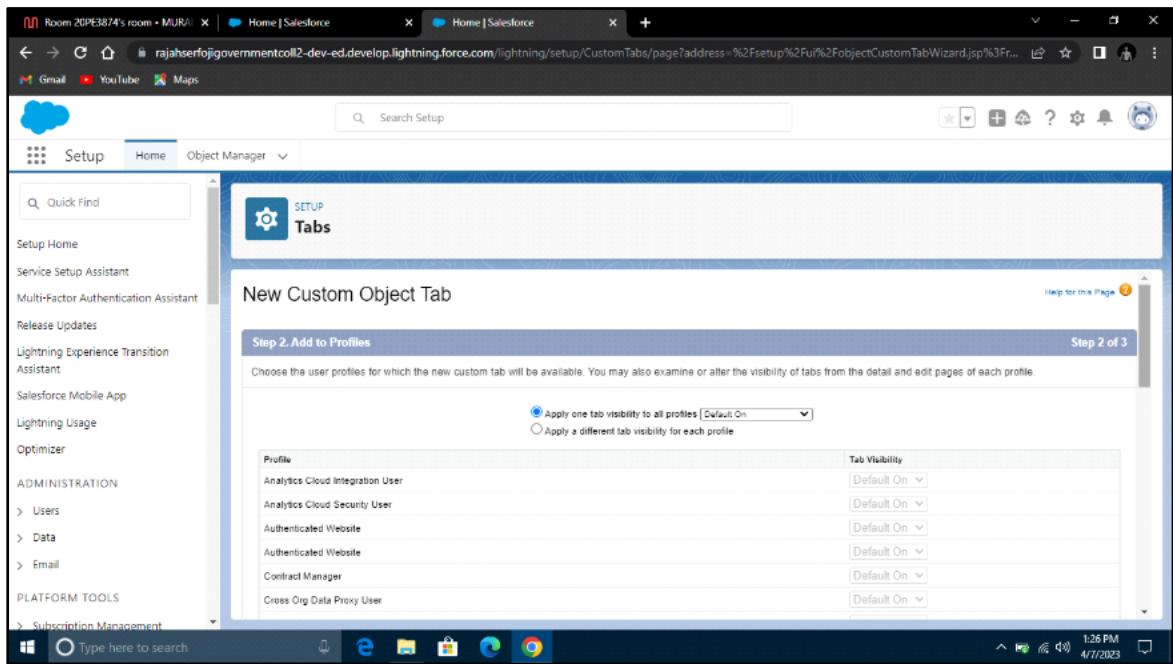
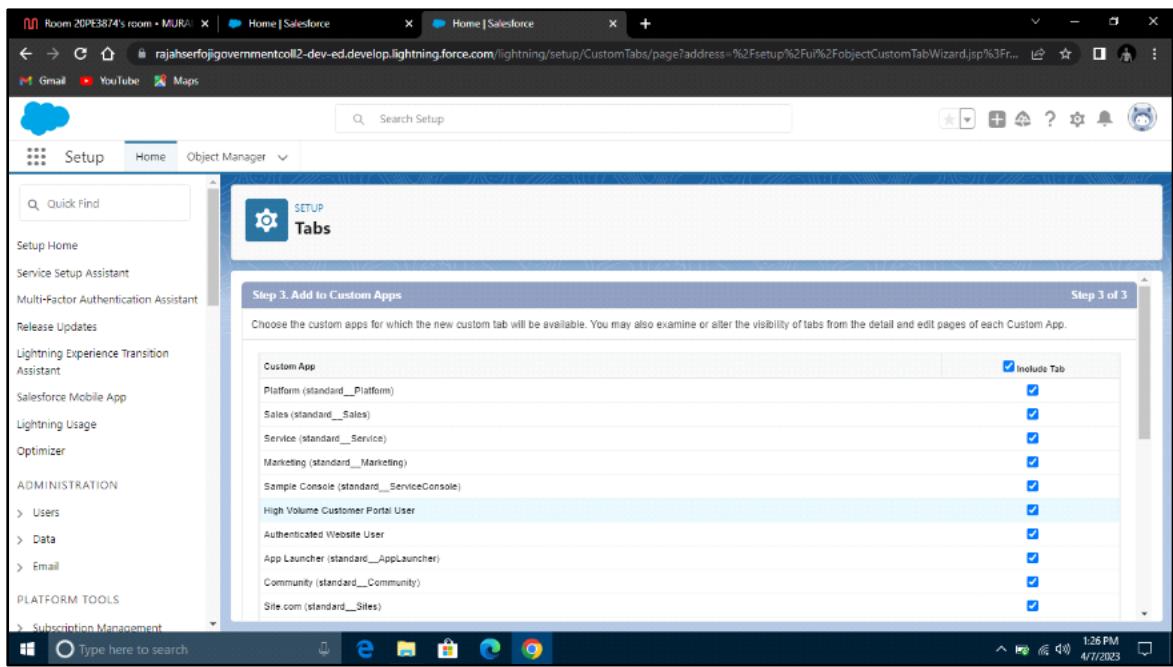
The screenshot shows the details of the "Reschedule" object. On the left, a sidebar lists various settings like Fields & Relationships, Page Layouts, Lightning Record Pages, etc. The main "Details" section shows the following fields:

- Description
- API Name: Reschedule\_\_c
- Type: Custom
- Singular Label: Reschedule
- Plural Label: Reschedules
- Enable Reports: ✓
- Track Activities
- Track Field History
- Deployment Status: Deployed
- Help Settings: Standard salesforce.com Help Window

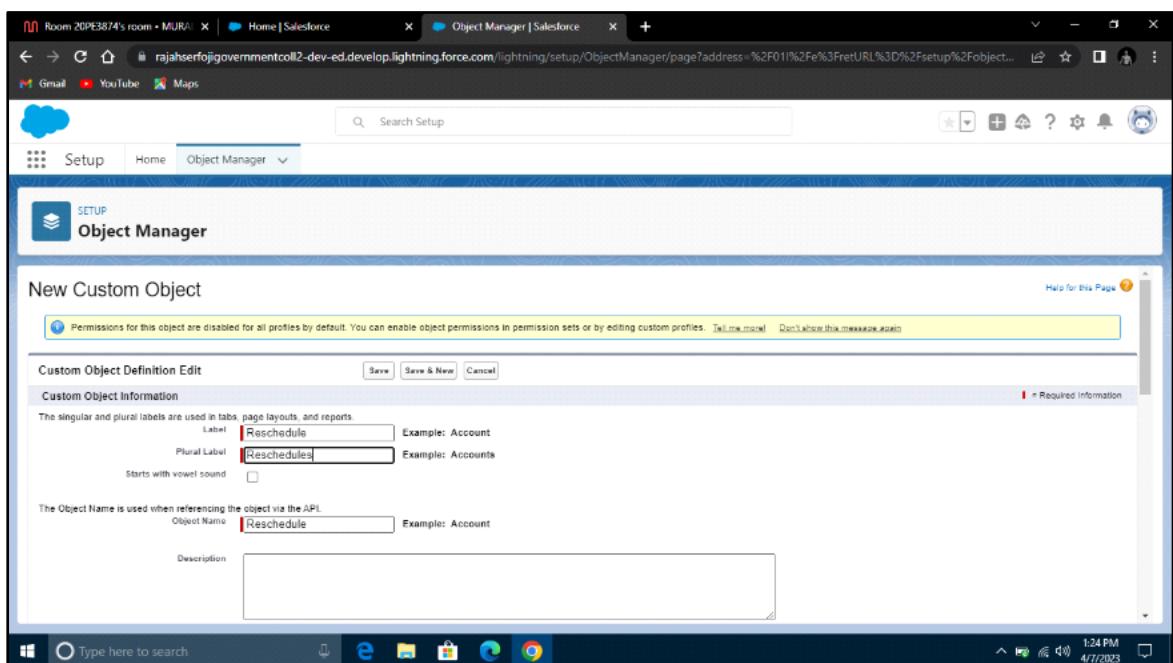
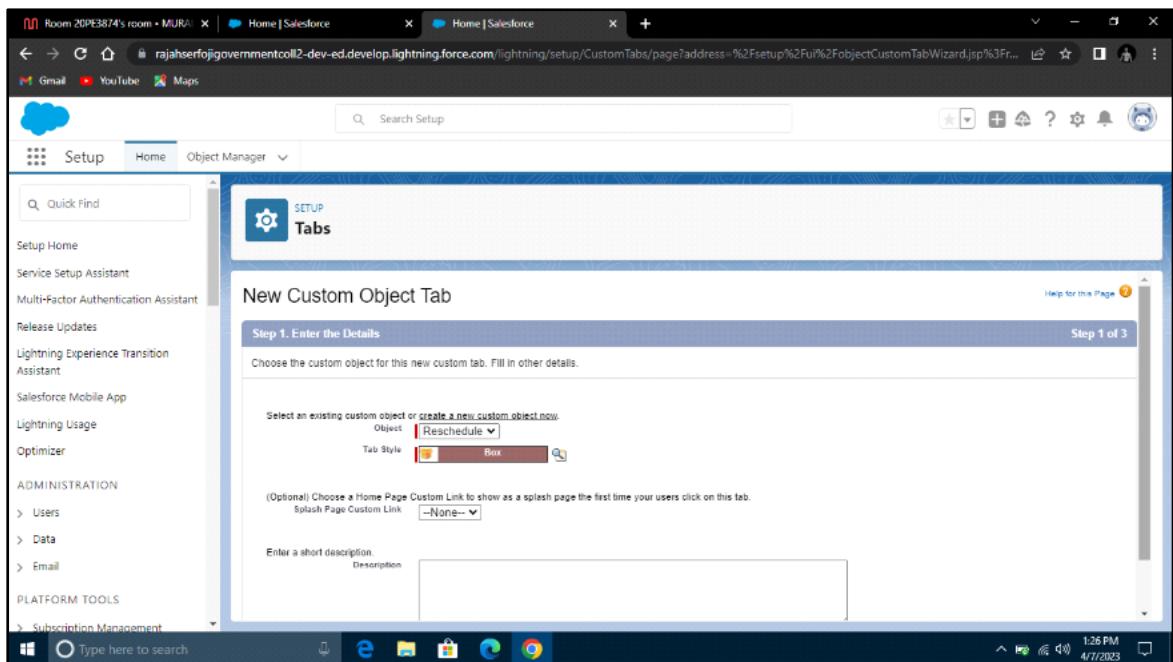
The status bar at the bottom right indicates "1:26 PM 4/7/2023".



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## Milestone-5 User

A user is anyone who logs in to Salesforce. Users are employees at your company, such as sales reps, managers, and IT specialists, who need access to the company's records. Every user in Salesforce has a user account.



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The screenshot shows the Salesforce Setup interface with the 'Users' page selected. The left sidebar includes links for Setup Home, Service Setup Assistant, Multi-Factor Authentication Assistant, Release Updates, Lightning Experience Transition Assistant, Salesforce Mobile App, Lightning Usage, Optimizer, and Administration (with sub-links for Users, Permission Set Groups, Permission Sets, Profiles, and Public Groups). The main content area is titled 'All Users' and contains a table with the following data:

Action	Full Name	Alias	Username	Role	Active	Profile
<a href="#">Edit</a>	Chatter_Easy		chatty.00d2w000000rgceea3.la2yqumvark@chatter.salesforce.com		<input checked="" type="checkbox"/>	Chatter Free User
<a href="#">Edit</a>	kumar_Udhaya	uk	udhayakumar179@gmail.com		<input checked="" type="checkbox"/>	Standard User
<a href="#">Edit</a>	M_Udhayakumar	UM	udhayakumar@rajahserfogi.com		<input checked="" type="checkbox"/>	System Administrator
<a href="#">Edit</a>	User_Integration	integ	integration@00d2w000000rgceea3.com		<input checked="" type="checkbox"/>	Analytics Cloud Integration User
<a href="#">Edit</a>	User_Security	sec	mysysecurity@00d2w000000rgceea3.com		<input checked="" type="checkbox"/>	Analytics Cloud Security User

The screenshot shows the Salesforce Setup interface with the 'Sharing Settings' page selected. The left sidebar includes links for Setup Home, Service Setup Assistant, Multi-Factor Authentication Assistant, Release Updates, Lightning Experience Transition Assistant, Salesforce Mobile App, Lightning Usage, Optimizer, and Administration (with sub-links for Users, Permission Set Groups, Permission Sets, Profiles, and Public Groups). The main content area is titled 'Sharing Settings' and contains a table with the following data:

Object	Sharing Level	Access Rights	Controlled By
Shift	Private	Private	<input checked="" type="checkbox"/>
Streaming Channel	Public ReadWrite	Private	<input checked="" type="checkbox"/>
User Provisioning Request	Private	Private	<input checked="" type="checkbox"/>
Web Cart Document	Private	Private	<input checked="" type="checkbox"/>
Work Order	Private	Private	<input checked="" type="checkbox"/>
Work Plan	Private	Private	<input checked="" type="checkbox"/>
Work Plan Template	Private	Private	<input checked="" type="checkbox"/>
Work Step Template	Private	Private	<input checked="" type="checkbox"/>
Work Type	Private	Private	<input checked="" type="checkbox"/>
Work Type Group	Private	Private	<input checked="" type="checkbox"/>
Passport	Public ReadWrite	Public ReadWrite	<input checked="" type="checkbox"/>
Payment	Controlled by Parent	Controlled by Parent	
Reschedule	Public ReadWrite	Public ReadWrite	
VISA Slot	Controlled by Parent	Controlled by Parent	



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The screenshot shows the Salesforce Sharing Settings page. The left sidebar includes links for Setup Home, Service Setup Assistant, Multi-Factor Authentication Assistant, Release Updates, Lightning Experience Transition Assistant, Salesforce Mobile App, Lightning Usage, Optimizer, and Administration (Users, Permission Set Groups, Permission Sets, Profiles, Public Groups). The main content area is titled "Sharing Settings" and displays a table of sharing rules:

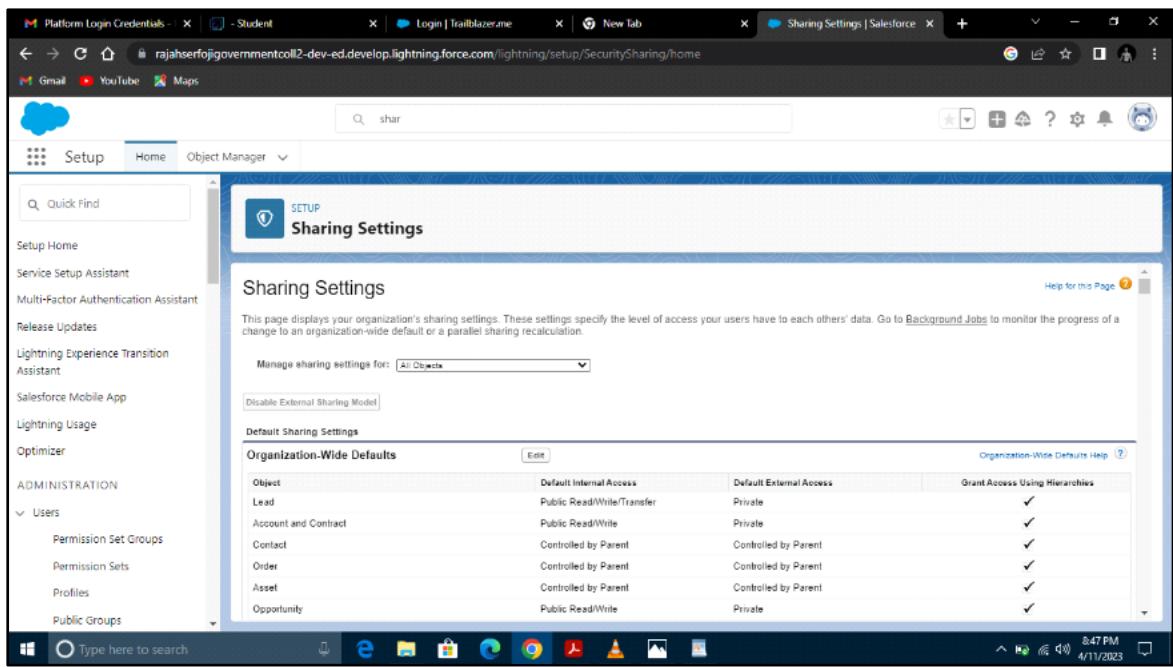
Object	Share Type	Access Level	Controlled By
Flow Test Result	Public Read Only	Private	✓
Image	Private	Private	✓
Incident	Private	Private	✓
Invoice	Public ReadWrite	Private	✓
Legal Entity	Private	Private	✓
List Email	Private	Private	✓
Location	Public ReadWrite	Private	✓
Location Group	Public ReadWrite	Private	✓
Macro	Private	Private	✓
Macro Usage	Private	Private	✓
Messaging Session	Public ReadWrite	Private	✓
Messaging User	Public ReadWrite	Private	✓
Orchestration Run	Private	Private	✓
Orchestration Stage Run	Private	Private	✓
Orchestration Step Run	Private	Private	✓
Orchestration Work Item	Private	Private	✓
Party Consent	Private	Private	✓

The screenshot shows the Salesforce Sharing Settings page. The left sidebar includes links for Setup Home, Service Setup Assistant, Multi-Factor Authentication Assistant, Release Updates, Lightning Experience Transition Assistant, Salesforce Mobile App, Lightning Usage, Optimizer, and Administration (Users, Permission Set Groups, Permission Sets, Profiles, Public Groups). The main content area is titled "Sharing Settings" and displays a table of sharing rules:

Object	Share Type	Access Level	Controlled By
Authorization Form	Private	Private	✓
Authorization Form Consent	Private	Private	✓
Authorization Form Data Use	Private	Private	✓
Business Brand	Private	Private	✓
Change Request	Private	Private	✓
Communication Subscription	Private	Private	✓
Communication Subscription Channel Type	Private	Private	✓
Communication Subscription Consent	Private	Private	✓
Consumption Schedule	Public Read Only	Private	✓
Contact Point Address	Controlled by Parent	Controlled by Parent	✓
Contact Point Consent	Private	Private	✓
Contact Point Email	Controlled by Parent	Controlled by Parent	✓
Contact Point Phone	Controlled by Parent	Controlled by Parent	✓
Contact Point Type Consent	Private	Private	✓
Contact Request	Public ReadWrite	Private	✓
Coupon	Private	Private	✓



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## Milestone-6 Reports:

A report is a list of records that meet the criteria you define. It's displayed in Salesforce in rows and columns, and can be filtered, grouped, or displayed in a graphical chart. Every report is stored in a folder. Folders can be public, hidden, or shared, and can be set to read-only or read/write.



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**Report: Passports with visa slots with Payments Book my visa**

Total Records 4

Location	Passport ID	a012w000018qxRx	a012w000018qpbF	a012w000018qxD	a012w000018qpkL	Total
Chennai	Record Count	0	0	1	0	1
Hyderabad	Record Count	0	0	0	1	1
Mumbai	Record Count	0	1	0	0	1
New Delhi	Record Count	1	0	0	0	1
<b>Total</b>	<b>Record Count</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>4</b>

Details (4 Rows) Click an intersection in the table above to filter details.

	Passport Number	Visa Slot Number
1	09hf43	V-00004
2	354we	V-00001
3	09hf243	V-00003
4	09hf243	V-00002

Row Counts Detail Rows Grand Total Stacked Summaries

## Milestone-7 Dashboards:

**Book my visa**

Record Count

Location

- Chennai
- Hyderabad
- Mumbai
- New Delhi

**Team Member 1 -**[\*\*https://trailblazer.me/id/udhayakumar179\*\*](https://trailblazer.me/id/udhayakumar179)

## 4. Trailhead Profile Public URL

**Team Lead -**[\*\*https://trailblazer.me/id/hgahlot3\*\*](https://trailblazer.me/id/hgahlot3)



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**Team Member 1 -<https://trailblazer.me/id/udhayakumar179>**

**Team Member 2 -<https://trailblazer.me/id/vijay102>**

**Team Member 3 -<https://trailblazer.me/id/thamizh24>**

**Team Member 4 -<https://trailblazer.me/id/siva2703>**

## **5. ADVANTAGES & DISADVANTAGE**

**List of advantages and disadvantages of the proposed solution**

**Advantages:**

**Improves customer experience by allowing presentation and improved query resolution.**

**It speeds up the payments**

**It increases staff productivity lowering time cost**

**Disadvantages:**

**CRM may not suit all business**

**Customer experience may worsen due to staff over reliance of the system**

## **6. APPLICATIONS**

**The areas where this solution can be applied**

**A visa is an official document that allows the bearer to legally enter a foreign country. The visa is usually stamped or glued into the bearer's passport. There are several different types of visas, each of which afford the bearer different rights in the host country.**

**Identify visa type. Choose the right visa for your trip. ...**

**Begin your application. Get started with your visa application. ...**

**Book an appointment. Choose a Visa Application Centre and make an appointment. ...**

**Pay your fees. ...**

**Visit a visa application centre. ...**

**Track your application. ...**

**Collect your passport.**

## **7. CONCLUSION**

**Conclusion summarizing the entire work and findings.**

**Planning on studying abroad? Read on to know more about what is a statement of purpose and how to write a statement of purpose for a visa application A Statement of Purpose (SOP) is the most important document that could be the deciding factor on whether or not your visa application gets accepted.**

**A valid passport**

**Proof of funds**



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**Passport-size photos**

**Acceptance to a designated educational institution**

**Application fee payment receipt**

**Statement of Purpose for visa application**

**English language proficiency examination score**

## **8. FUTURE SCOPE**

**Customers will become a company's best sales reps through superior products and services as well as customer-oriented messaging. The future of CRM is more than just the future of Customer Relationship Management software. It is really the future of business.**

**The scope of CRM includes a wide range of activities, from managing customer contact information to developing personalized marketing campaigns. In order to be effective, CRM must be tailored to the specific needs of each business. As such, the scope of CRM can vary greatly from one company to the next**

**According to Visa, Plaid represents both an entry into a new business and a complementary enhancement to Visa's existing business—opening new market opportunities, enhanced payment capabilities and related value-added services to fintech developers and enabling Visa to work more closely with fintechs through all stages of their development.**



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