

# Temenos MarketPlace Product Certification Guidance

This document provides guidance to the Temenos MarketPlace Members who are submitting products for certification. The submission of a Product is governed by the Temenos Marketplace Certification and Provider Agreement, this document is intended to assist with gaining certification for a product and does not amend or vary the terms of the Temenos Marketplace Certification and Provider Agreement.

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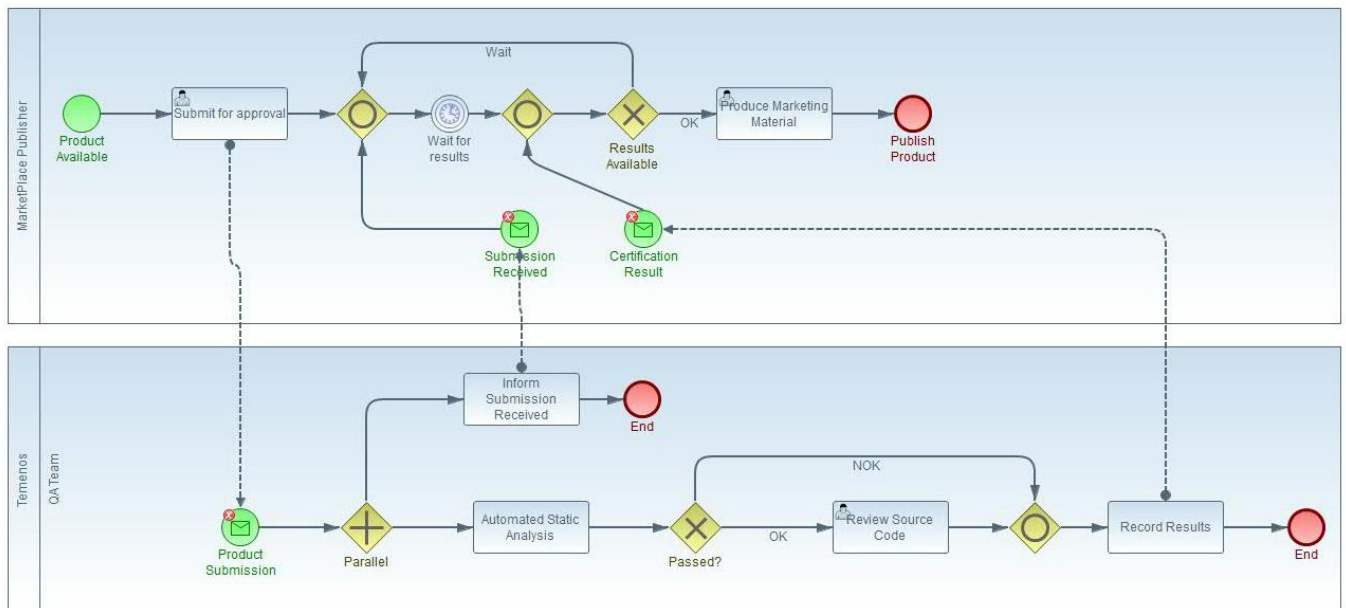
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## Submission and review process

Temenos only publishes products and solutions developed by its Temenos members onto the Temenos MarketPlace (the “Products”) which Temenos has certified in accordance with these Guidelines. The aim is to certify that the Product can be demonstrated with the Temenos core banking system ‘sandbox’ and is suitable for the publication. For the most up to date information on the certification and review process, please visit the Temenos MarketPlace website:

<http://temenotech.temenos.com/bringing-your-innovative-solution-to-market/#Certification>



## Preparing your Product for review

During the review, process the Products are put through a series of manual and automated checks. Temenos advises all Temenos MarketPlace product providers to review their Products against the following criteria before submission.

Criteria	Notes
Software Licensing	The Products MUST include a license notice and MUST NOT make any attempt to circumvent Temenos software licensing restrictions – see Assignment and reporting of the MarketPlace Provider Product ID section
Open Source Software	Products that make use of open source or freeware libraries MUST adhere to all applicable license restrictions.
Security and standards	The Products SHOULD be secure against common vulnerabilities and SHOULD adopt appropriate Software Standards – see Software Coding Standards section. The Product must not contain any malware or viruses.

<i>Performance</i>	Products SHOULD adopt an architecture that ensures the solution will scale – see Temenos Performance Recommendations section
<i>Upgradable</i>	The Products MUST only use supported Temenos interfaces – see Supported interfaces section
<i>Content</i>	<p>The Products MUST NOT include any profanities or otherwise offensive or illegal content.</p> <p>The Product must not suggest or infer that Temenos is the source of supplier of the Product. The Product must not use protected third party content such as trademarks, copyrights or patents, without express written approval.</p>
<i>Data collection</i>	The Products MUST NOT be used to collect or share any user data to the software publisher – see Data sharing section
<i>Documentation</i>	The Products SHOULD include appropriate implementation and configuration guides.

## Certification tiers

During the course of your submission to the Temenos MarketPlace, you will be asked to choose a certification tier based on the Product or software service to be certified. You will need choose tier 1 -3 in the certification and provider order form - covering subscription based software services (SaaS), Widgets, Business Apps, or Fintech products. At Temenos, we tailor the certification process to the type of Product submitted to make allowances for the functional and non-functional characteristics of each Product type. Temenos requests all Temenos MarketPlace providers to review their Product against the following guidance to help choose the correct Product type and determine any applicable Certification fees. The Temenos MarketPlace does not accept, publish or certify non-software based services.

### Tier 1

#### *Software as a Service*

A Software as a Service item is a software offering that runs standalone from the Temenos platform. This item is not reviewed against any of the non-functional criteria i.e. Security, performance, data sharing, or supported interfaces.

#### *Widgets*

A 'widget' is a user interface component that interacts with the User experience platform design and runtime environment. The Product conforms to the widget interface and packaging. See Supported interfaces -> User Experience Platform Widget

### Tier 2

#### *Business Apps*

A 'business app' includes simple web applications accessed over http via a web browser, mobile phone applications, add-on apps for professional users, productised APIs and integration flows, and in general terms any software product designed for a single purpose that do not require any other resources besides the Temenos Sandbox.

### Tier 3

#### *Fintech product*

A 'fintech product' integrates with the Temenos platform to provide a comprehensive solution to financial services institutions. This integration will often utilise more than one endpoint or message type and in general terms will require resources in addition to those provided by the Temenos Sandbox.

### Software Coding Standards

It is widely acknowledged that good design and development practices during software production lead to a better result with higher quality. Over the past 20+ years Temenos has observed and documented many of these practices within its own software production. Whilst no source code will be reviewed during the certification process, Temenos is keen to understand the Temenos MarketPlace providers techniques and where possible help them improve. Temenos recommends all Temenos MarketPlace providers review the recommendations and practices outlined in this section and include any appropriate notes with their submission that may assist the review.

#### Security

Coding standards and coding reviews are one of the best ways to combat malicious code or unintentionally leaky techniques. Please refer the guides available to all Temenos MarketPlace providers in our documentation portal.

#### **Security Architecture and Design Guidelines**

Documents -> General -> Security Architecture Guidelines

#### **Secure coding guidelines**

Documents -> General -> Secure Coding standards - JAVA

Documents -> General -> Secure Coding standards - .Net

Documents -> General -> Secure Coding standards - T24

#### Widgets

Good widgets adopt the styling from the parent project.

Documents -> User Experience Platform -> Widget Developer Guide

#### General recommendations

Some of the best guidance can be found in the answers to 12 questions produced by Joel Spolsky, a world renowned software engineer and founder of several successful software companies -

<http://www.joelonsoftware.com/articles/fog0000000043.html>

1. Do you use source control?
2. Can you make a build in one step?
3. Do you make daily builds?
4. Do you have a bug database?
5. Do you fix bugs before writing new code?
6. Do you have an up-to-date schedule?
7. Do you have a spec?
8. Do programmers have quiet working conditions?
9. Do you use the best tools money can buy?
10. Do you have testers?

11. Do new candidates write code during their interview?
12. Do you do hallway usability testing?

## Temenos Performance Recommendations

Whilst it is possible and usually desirable to consider performance during the initial system design, it is often at odds with the reasonable cost of the software production. Temenos has developed techniques and practices during 100's of benchmarks that can help identify performance and scalability issues. Temenos recommends all Temenos MarketPlace providers review the recommendations and practices outlined in this section and include any appropriate notes on the product performance recommendations with their submission.

### Universal Scalability Law

Measurement and planning <http://www.perfdynamics.com/Manifesto/USLscalability.html>

### T24 Performance

Documents -> Products -> T24 Performance – A tuning guide.pdf

## Data sharing

Some products or applications may collect and monitor user behaviour to improve the users experience or provide appropriate content. Products should not collect or transmit data about a user without the user's prior permission and providing information to the user about how and where the data will be used. Temenos does not take any responsibility for validating compliance with local privacy laws and hence will reject any Products which require a user to submit personal information. Any data shared with any external system will be very closely scrutinised and if Temenos is unable to determine its purpose the Temenos MarketPlace providers Product may be rejected.

## Supported interfaces

The Temenos MarketPlace supports various types of solutions including those that extend the platform, run independent of the platform, and others that are installed into the platform. In all cases the Temenos MarketPlace Products bind to, but do not include Temenos supported interfaces. The follow section provides guidance on the supported interface and their purpose.

### User Experience Platform Widget

The widget interface is defined within the widget developers guide (Documents -> Widget Developers Guide. eC 5.3pdf.pdf) and includes the packaging definition e.g. MUST contain a widget.xml

### User Experience Platform Application

The User Experience Platform design environment produces components and projects in a configuration format call an 'ifp project. This xml format should only be altered or produced by Temenos tools.

## Temenos API

Temenos APIs are defined and packaged as IRIS (<https://github.com/temenotech/IRIS>) web applications; Temenos makes its Temenos product APIs available to Temenos MarketPlace providers

for extension. Please note, each Temenos product should be consulted for the release availability and any sun setting of the given API.

#### Temenos InteractionCommand

Temenos MarketPlace providers are able to define and build IRIS (<https://github.com/temenotech/IRIS>) web applications; and depend on any of the Temenos or public InteractionCommand libraries.

#### Event Package

Temenos MarketPlace providers are able to define Integration Framework event packages using the Temenos Design Studio tooling.

Documents -> Technology -> Design Studio Event Designer (EE)

#### Event xml in / out

Temenos MarketPlace providers are able to consume from or make requests to the Temenos system using the Temenos Integration Framework event xml format.

Documents -> Technology -> Integration Framework XML Schema

#### OFS in / out

Temenos MarketPlace providers are able to make requests to the Temenos system using the Temenos Open Financial Service (OFS) format.

Documents -> Technology -> OFS E-learning

### Assignment and reporting of the MarketPlace Provider Product ID

Each Temenos MarketPlace provider Product is assigned a unique product identifier. Where possible this identifier will be supplied to the Temenos interfaces and allows the customers to check they are using a certified Product.

### Submission

Temenos MarketPlace providers use the 'Developer' section of the Temenos MarketPlace to make submissions to Temenos for review. The following section provides some general guidance to Temenos MarketPlace providers on the review process

#### Artefacts

The following artefacts will be requested to process the certification:

- Product package (widget, API, event, service, or other as appropriate)
- Configuration notes to achieve a fully operational demo on the Temenos Sandbox
- Functional demo guide
- At least one integration test script that proves the product is deployed correctly
- Optional additional notes on product dependencies, security, or other information

#### Certification results

Temenos will generally return a result to the MarketPlace provider within 15 working days and no longer than 90 days. A product could of course fail the review and whilst we aim to work with you to see your product approved and explain the reasons, we reserve the right to reject submissions if the product is not fit for publication. Once approved, the product marketing plan can be executed

together and Temenos will be responsible for the final publishing action of the Product and supporting marketing material to the Temenos MarketPlace. The MarketPlace provider can then submit edits and modifications to the marketing material to be reviewed and re-published by Temenos.

## Capturing and sharing leads

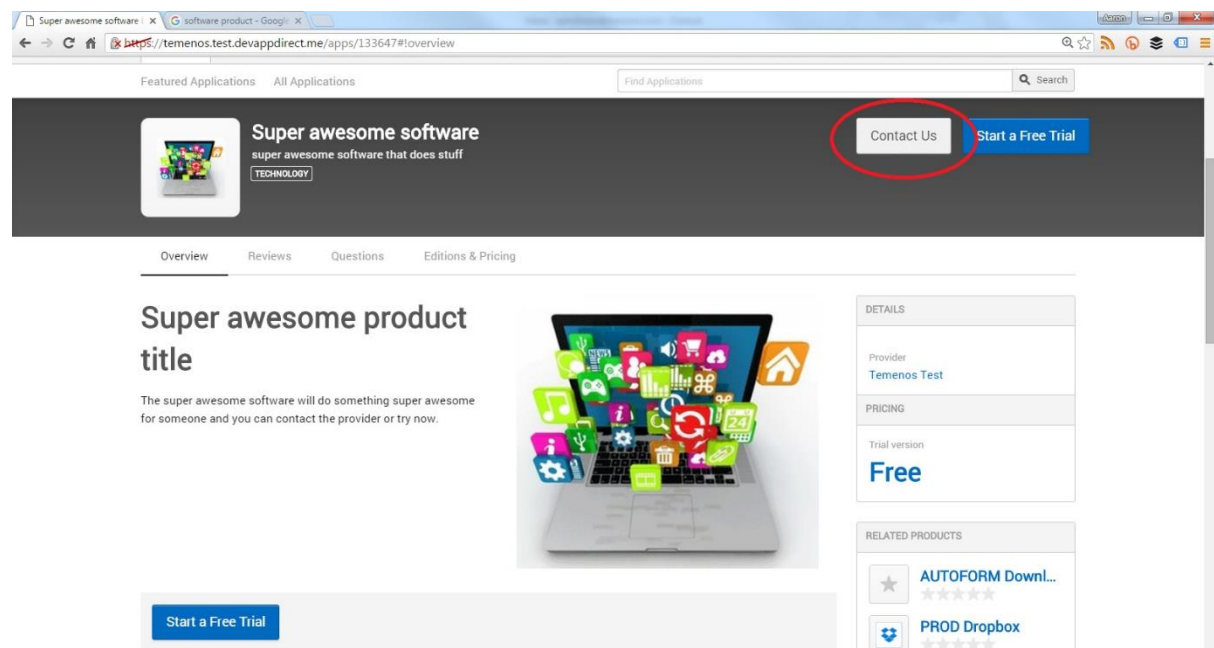
This section contains an overview of the Temenos MarketPlace lead generation.

### Simple lead

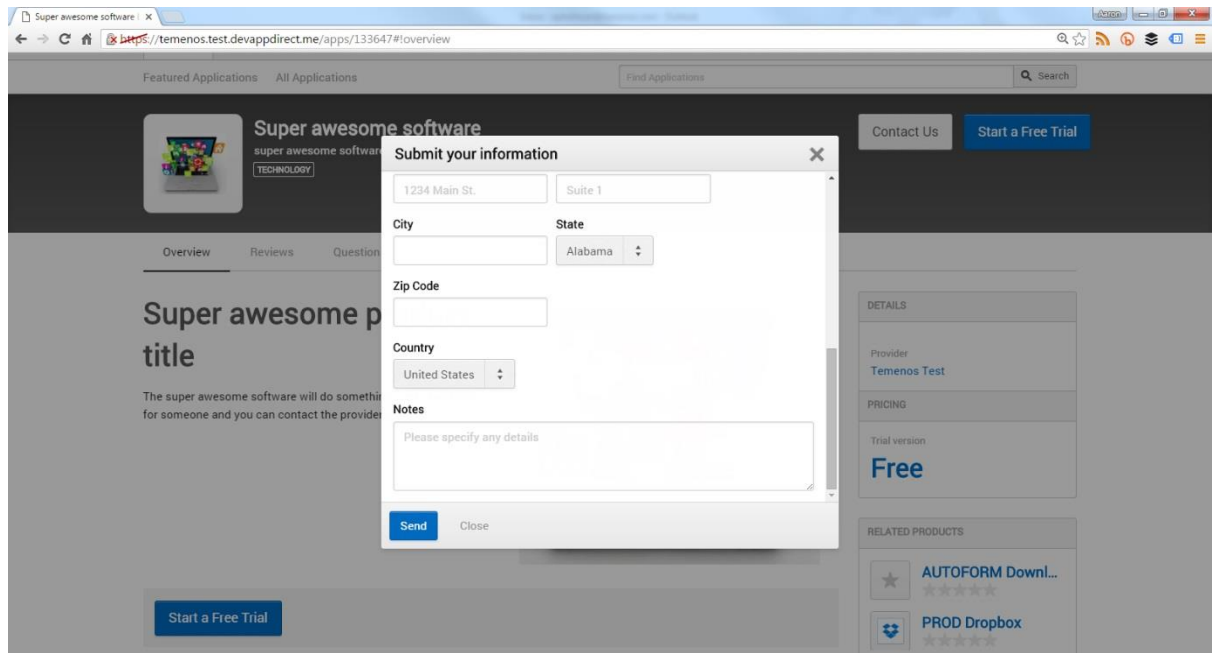
A simple lead is generated from the Temenos MarketPlace when a prospect clicks the 'Contact Us' button. Accepting a lead confirms the lead was generated by the Temenos MarketPlace. Revenue shares are payable to Temenos once Completed and 'Won'.

1. Click 'Contact Us'
2. The lead is recorded in the MarketPlace and a message sent to the Provider
3. The lead is reviewed in the MarketPlace by the Provider, and Accepted, Assigned and Completed within the MarketPlace

### Contact Us



1. Record lead





## 2. Review lead

Marketplace Configuration

Channel Marketplace Products Settings

HOME Dashboard Users Companies **Leads** Reviews & Questions BILLING Orders Invoices Payments Reconciliation EVENTS Event Logs App Usage Logs Admin Logs

### Leads

#### Pending Leads

Show Filters Search

Created	Company	Source	Recipient	Product	
02/05/2016	Interested Co.	CUSTOMER	DEVELOPER	Super awesome software	<input checked="" type="checkbox"/> Review Lead

#### Accepted Leads

Show Filters Search

Created	Company	Source	Recipient	Product	
12/03/2015	RBS	CUSTOMER	DEVELOPER	PROD Dropbox	Manage

#### Assigned Leads

Show Filters Search

Created	Company	Source	Recipient	Product	
12/03/2015	RBS	CUSTOMER	DEVELOPER	Document store	Manage

Completed Leads

## Accept

Marketplace Configuration

Channel Marketplace Products Settings

HOME Dashboard Users Companies **Leads** Reviews & Questions BILLING Orders Invoices Payments Reconciliation EVENTS Event Logs App Usage Logs Admin Logs

### Review Lead

2 Peoplebuilding Maylands Watford, WD19 4DE GB aaron.phothan@gmail.com +44 1442 431021

Please tell me about your super awesome product.

Leave a comment

Number of seats:

Close date: Invalid date

Comment: Please tell me about your super awesome product

Use case:

☒ Accept Lead ☐ Deny Lead

Completed Leads

## Completed

Marketplace Configuration

Channel Marketplace Products Settings

EVENTS Event Logs App Usage Logs Admin Logs

### Manage Lead

Comment: Please tell me about your super awesome product

Use case:

Status

☐ Denied  
The lead has been denied and will not continue to be qualified.

☐ Accepted  
The lead has been accepted and will continue to be qualified.

☐ Assigned  
The lead has been assigned to another member of the organization.

☐ Lost  
The lead has been abandoned.

☒ Won  
The lead has been converted into a customer.

Save Close

## Won

The screenshot shows the 'Leads' section of the Temenos Marketplace. It is divided into three tabs: 'Accepted Leads', 'Assigned Leads', and 'Completed Leads'. The 'Completed Leads' tab is active, and a red circle highlights the 'Won' status in the 'Status' column of the first row.

Created	Company	Source	Recipient	Product
12/09/2015	RBS	CUSTOMER	DEVELOPER	PROD Dropbox

Created	Company	Source	Recipient	Product
12/09/2015	RBS	CUSTOMER	DEVELOPER	Document store

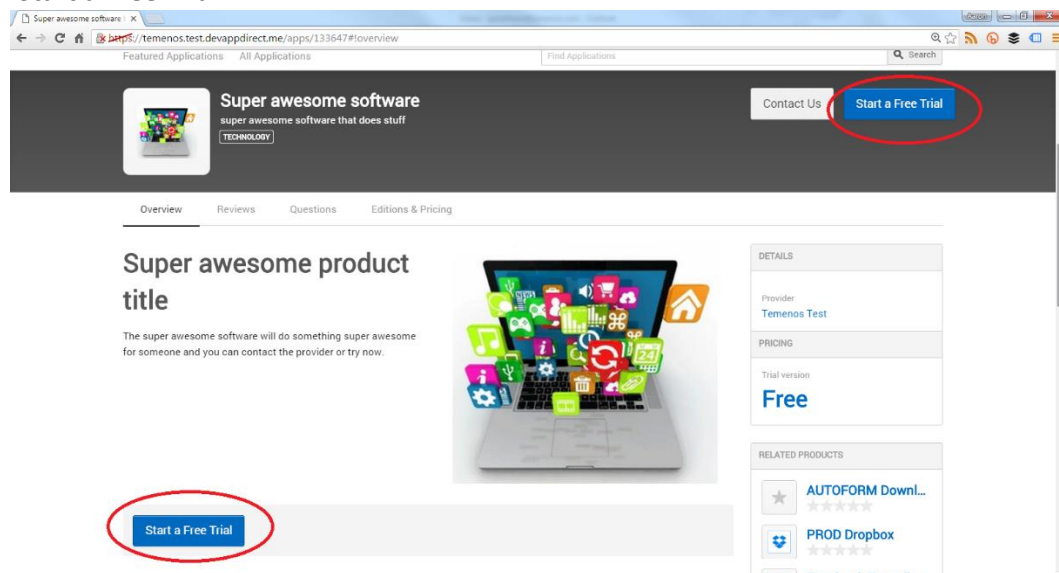
Created	Status	Company	Source	Recipient	Product
03/05/2016	Won	Interested Co.	CUSTOMER	DEVELOPER	Super awesome software

## Qualified lead

A qualified lead is generated from the Temenos Marketplace when a prospect has evaluated the product through an assisted or unassisted trial - 'Start a Free Trial' button – in addition to the simple lead. Accepting a lead confirms the lead was generated by the Temenos Marketplace. Revenue shares are payable to Temenos once Completed and 'Won'.

1. Click 'Start a Free Trial'
2. The lead is recorded in the Marketplace and a message sent to the Provider
3. The lead is reviewed in the Marketplace by the Provider, and Accepted, Assigned and Completed within the Marketplace

### 1. 'Start a Free Trial'



2. Leads are recorded and reviewed as per the simple lead.
  - a. The software is evaluated by the prospect.
  - b. The Marketplace provisions and stops the trial through a full integration or via system generated email requests to the provider.

## Living Document

The document is a guide as to how to develop and submit Products to the Temenos Marketplace for certification. Temenos keeps this document under review and will update it from time to time.

### Change Record

Date	Author	Version	Change Reference
13/12/2015	aphethean	0.1	Initial revision
29/01/2016	aphethean	0.2, 0.3	Updated following internal review.
16/02/2016	aphethean	0.4	Updated following review in conjunction with Temenos Marketplace Certification and Provider Agreement
17/02/2016	aphethean	0.5	Updated links
18/02/2016	aphethean	0.6	Defined certification tiers