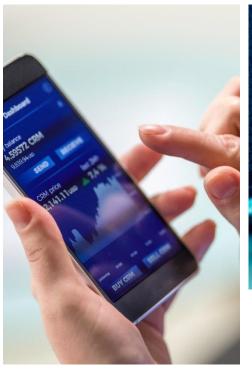


## **Know the Solution**

- Microsoft Cloud for Financial Services Architecture
- What is the Microsoft Common Data Model (CDM)
- GitHub view of the Financial Services CDM
- Deep dive into FSI Data Model layers
- Entity Relationship diagram
- Financial Services Data Model extensibility

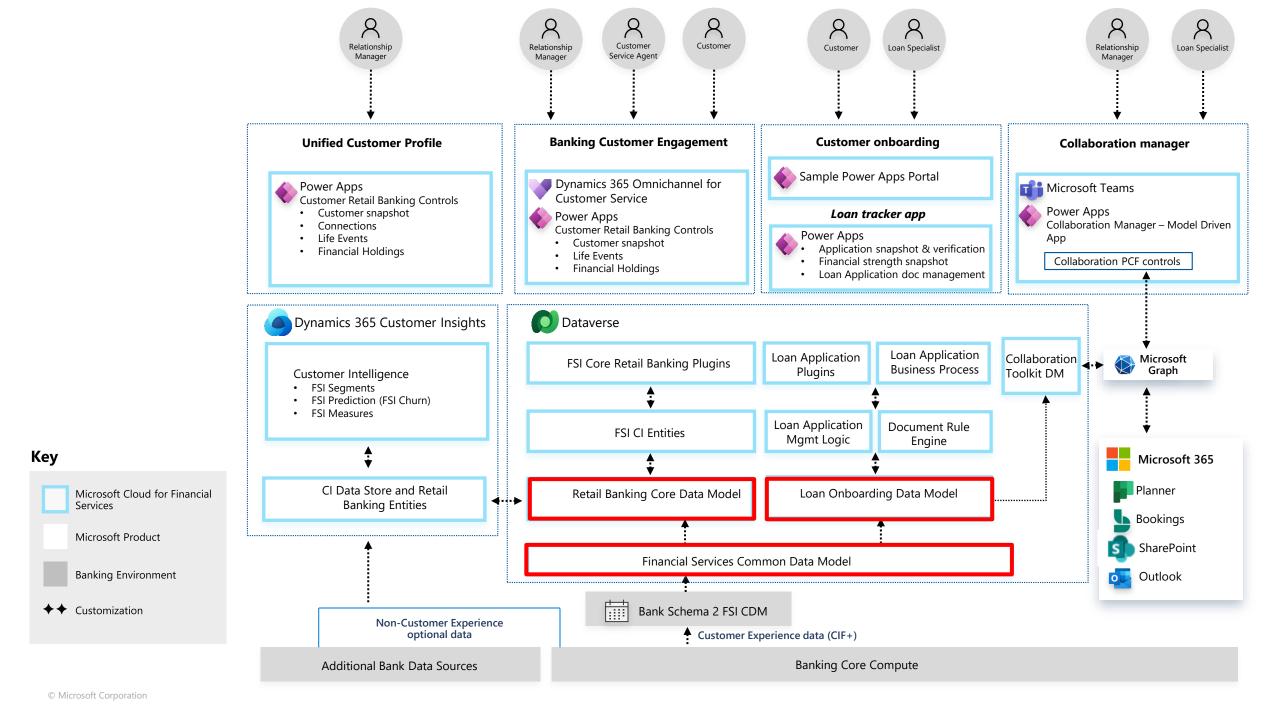






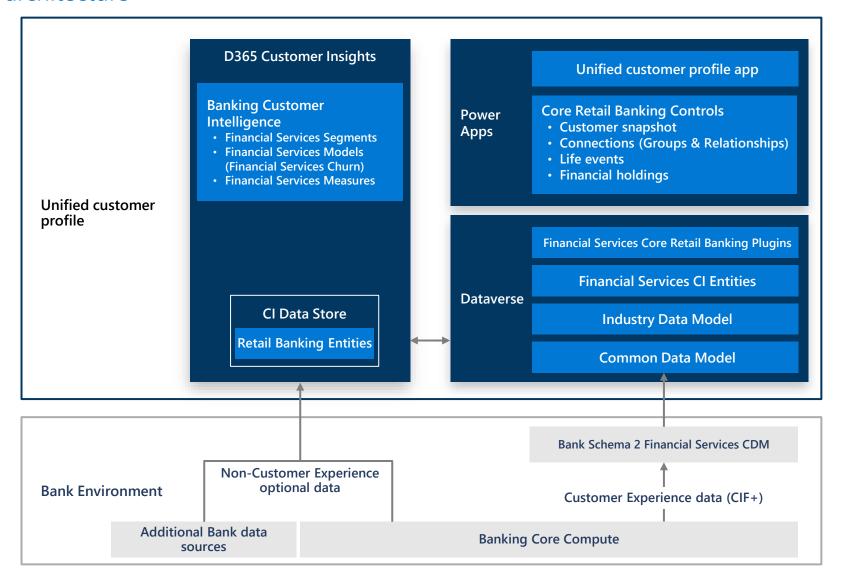






# Unified customer profile

#### Reference architecture



Key

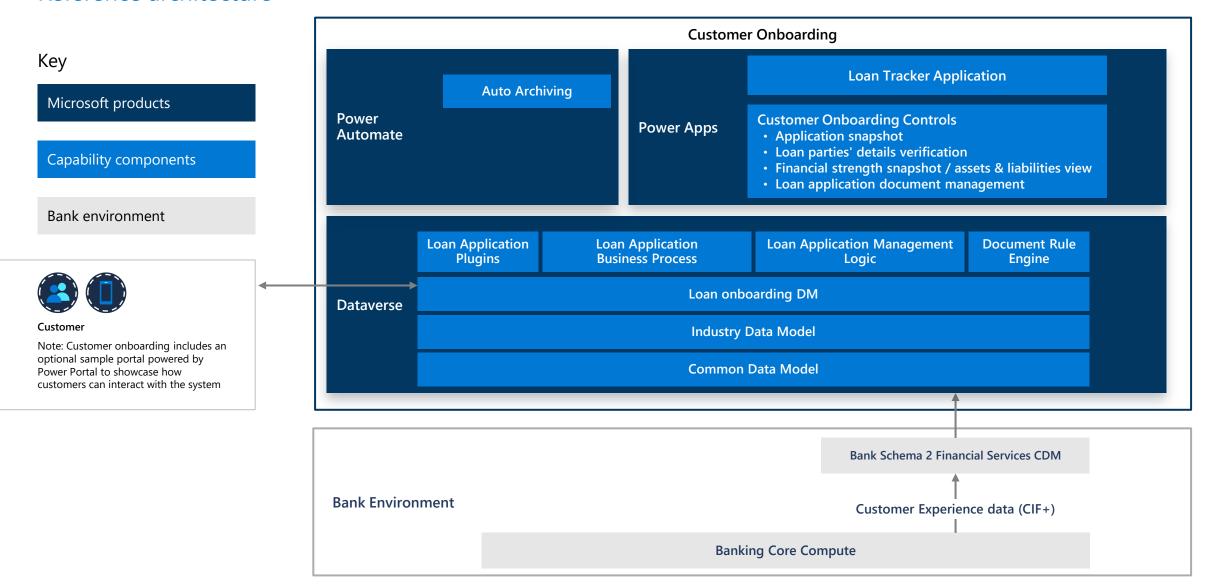
Microsoft products

Bank environment

Capability components

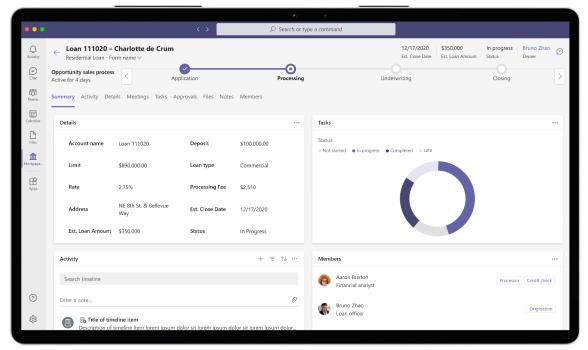
# **Customer onboarding**

#### Reference architecture

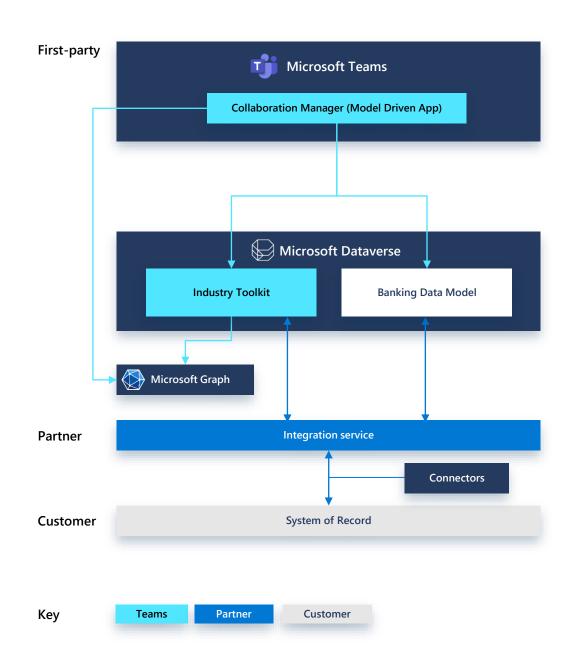


# Collaboration manager for Loans

#### Reference architecture



Public preview edition



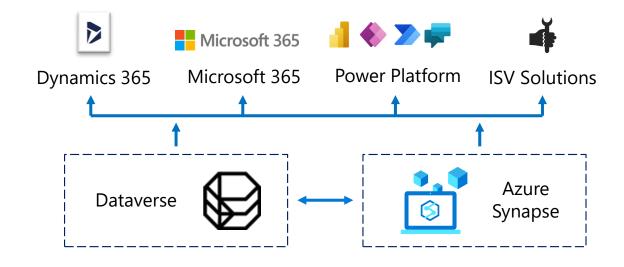
## Microsoft Common Data Model



#### Ease interoperability and unify data to help accelerate insights and business workflows

A common machine-understandable way to describe data with semantic consistency across business, transactional, analytical and industry domains that

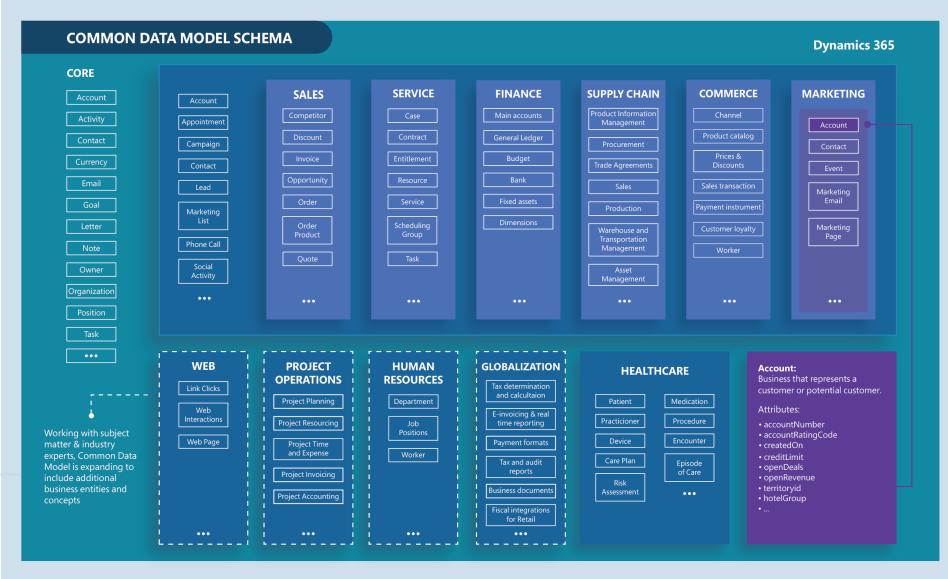
**drives interoperability** across apps and services from the Microsoft ecosystem, and customers to **create insights** 





## Common Data Model schema





## Microsoft Cloud for Financial Services Data model



#### Ease interoperability and unify data to help accelerate insights and business workflows

## **Industry specificity**

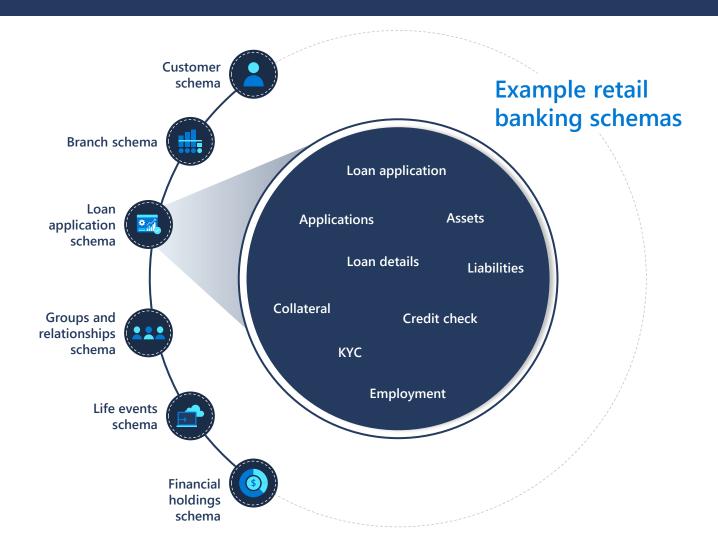
Leverage a common data model with financial services-specific semantics

#### Interoperability

Data model allows to ingest, enrich, and unify data to break down data silos and ease interoperability through industry specific pre-built connectors

#### **Faster innovation**

Extend the value of the platform with additional solutions, analytics, and predictions



# **Data Model layers**

## Solutions using the layer

Model layer	Key tables	Unified customer profile	Customer onboarding	Collaboration manager	Banking customer engagement
Financial services common data model	<ul> <li>Contact</li> <li>Bank</li> <li>Branch</li> <li>Group</li> <li>Group Member</li> <li>Application/custom document</li> </ul>				
Retail banking core data model	<ul> <li>Financial holdings</li> <li>Financial holding instruments</li> <li>Customer financial holding</li> <li>Life events</li> <li>Group financial holdings</li> </ul>				
Loan onboarding data model	<ul> <li>Loan application</li> <li>Loan application contact</li> <li>Collateral</li> <li>Credit check</li> <li>Employment</li> <li>KYC</li> </ul>				

# Data Model in Cloud for Financial Services

## Financial Services Common Data Model

Table	Description
<u>Account</u>	Business that represents a customer or potential customer. The company that is billed in business transactions.
<u>Applicationdocument</u>	Document filled out by a potential borrower to apply for a loan; provides financial and other information to the lender.
<u>Bank</u>	The bank that the branch is associated with.
<u>Branch</u>	The branch of the main bank, when borrower applies for a loan at a branch.
<u>Contact</u>	Person with whom a business unit has a relationship, such as customer, supplier, and colleague.
<u>Customdocument</u>	Any document that is requested by or accepted by the bank, e.g. for the borrower's loan application.
<u>Group</u>	An association of several customers allowing e.g. the representation of households
<u>Groupmember</u>	An association between a customer and a Group.

## Retail Banking Core Data Model

Table	Description	
<u>Account</u>	Business that represents a customer or potential customer. The company that is billed in business transactions.	
<u>Bank</u>	The bank that the branch is associated with.	
<u>Branch</u>	The branch of the main bank, when borrower applies for a loan at a branch.	
<u>Contact</u>	Person with whom a business unit has a relationship, such as customer, supplier, and colleague.	
Customerfinancialholding	Financial holdings owned by the customer.	
<u>Fh_account</u>	A deposit account holding that allows the holder to make deposits and withdrawals through financial holding instruments. An account can be interest bearing.	
<u>Fh_creditline</u>	A preset borrowing limit associated with a credit or charge card.	
<u>Fh_investment</u>	A holding representing a portfolio of securities or other investible assets.	
<u>Fh_loan</u>	Loans held by the customer with the financial institution.	
<u>Fh_saving</u>	Savings accounts held by the customer at the financial institution.	
<u>Financialholding</u>	Accounts, loans, investments, credit lines and savings accounts held by a customer.	

## Retail Banking Core Data Model

Table	Description
Financialholdinginstrument	Financial tools associated with financial holdings; a monetary contract between parties which has intrinsic monetary value or transfers value. Provides an efficient flow and transfer of capital.
<u>Fi_card</u>	A payment card issued by a bank to an account holder enabling the account holder to make payments or purchases, paying back the balance to the issuing bank, plus interest.
<u>Fi_directdebit</u>	An automated payment system whereby an account holder authorizes a creditor to debit the customer's bank account at regular intervals.
<u>Fi_overdraft</u>	An extension of credit associated with a checking account allowing the account holder to continue withdrawing funds when an account reaches zero.
<u>Fi_standingorder</u>	An instruction order from an account holder for a set amount of money to be removed from an account at regular intervals and paid to or transferred to another account.
Group	An association of several customers allowing e.g. the representation of households.
Groupfinancialholding	Financial holdings associated with a Group, to be included in the group's total assets and liabilities.
Groupmember	An association between a customer and a Group.
<u>Lifemoment</u>	Significant milestones in a customer's personal life which can impact their financial situation, such as attending college, marriage, having a child, retirement, etc.
<u>Relationship</u>	Denotes an association between one contact to another (not as part of the larger group) where there is not necessarily a direct association of finances. For example, a spouse, lawyer, child or grandparent.

## Loan Onboarding Common Data Model

Table	Description
<u>Applicationdocument</u>	Document filled out by a potential borrower to apply for a loan; provides financial and other information to the lender.
<u>Bank</u>	The bank that the branch is associated with.
<u>Collateral</u>	An asset that a lender accepts as security for a loan.
<u>Contact</u>	Person with whom a business unit has a relationship, such as customer, supplier, and colleague.
<u>Creditcheck</u>	A process of checking the customer's financial history and financial behavior.
<u>Customdocument</u>	Any document that is requested by or accepted by the bank, e.g. for the borrower's loan application.
<u>Employment</u>	Describes the loan contact's job or place of work, or work history.
<u>Kyc</u>	Reference to Know Your Customer entity.
<u>Loanapplication</u>	Document filled out by a potential borrower to apply for a loan; provides financial and other information to the lender.
<u>Loanapplicationasset</u>	Asset associated with the loan application.
<u>Loanapplicationcollateral</u>	Collateral associated with the loan application.
Loanapplicationcollateralvaluation	Valuation associated with a collateral of the loan application.
Loanapplicationcontact	The customer associated with the loan application.
<u>Loanapplicationcontactasset</u>	Application contact associated with the application asset.
Loanapplicationcontactliability	Application contact associated with the application liability.
Loanapplicationliability	Liability associated with the loan application.

# **Entity Relationship Diagram**

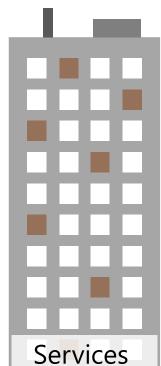
# Financial Services Data Model extensibility

## How partners enable Microsoft Cloud for Financial Services



### Implement

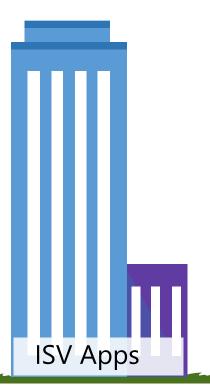
Facilitate <u>integration</u> of Microsoft Cloud for Financial Services specific to each customer's needs and environment





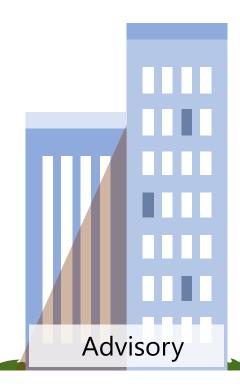
#### Extend

Partner Offering/IP extend current Capabilities; or extending into new markets

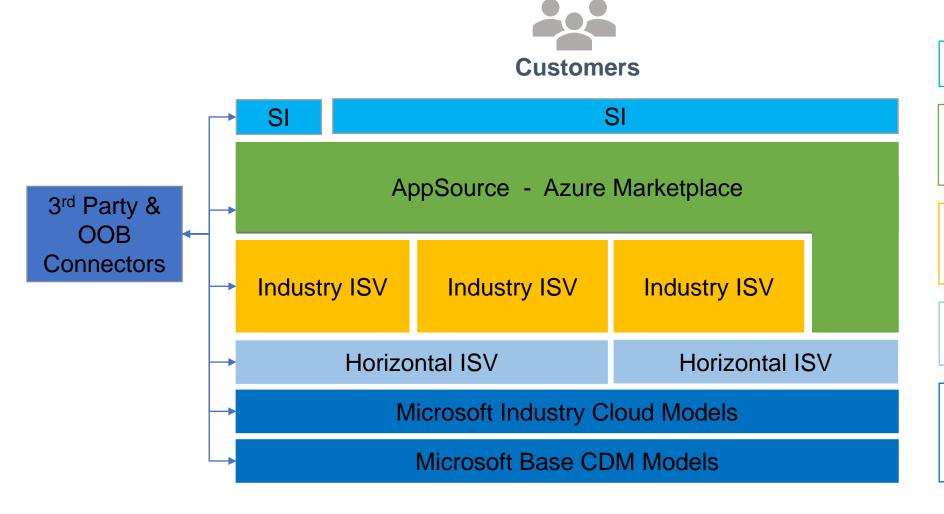




Evangelize the value to Boards, C-Suite and LOB



## CDM Extensibility – Solution Delivery Models



**SIs**: Deliver and customize applications on our cloud for the customer.

**AppSource/Azure Marketplace:**Delivery mechanism for Industry
Solutions and/or Apps and Microsoft

Solution Clouds

Industry ISVs: Provide applications which require specialized industry knowledge to build, such as regulatory restrictions or industry processes

**Horizontal ISVs:** Provide applications which target business processes common to many industries

Microsoft Industry Solution Clouds: package of data model, relevant business processes, Power BI, AI, M365, Teams Integrations and sample data built on top of Microsoft Azure