

Connected Banking / Digital Core for Banking

Giovanna Henny : 2-2 minutes : 6/5/2024




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Transform the core for your digital future with our core banking modernization solutions. We offer banks modern design and implementation solutions that help banks reduce total cost of ownership, boost operational efficiency and flexibility, and ensure they have in place an IT platform that will be sustainable into the future.

ELEVATOR PITCH

OFFER: Connected Banking

🕒 30" - 45" 

MARKET CONTEXT AND MAIN ADDRESSED CUSTOMER CHALLENGES

The banking industry has witnessed a surge of Digital Banking launches in the recent past with central banks expected to issue over 100+ digital banking licenses in the next 2 years. There is a shift in customer expectations who now expect more from their banks, and as a result, it is critical for banks to differentiate themselves, and have the optimal business models. They need to move away from siloed and product-centric banking approaches, to integrated offerings covering a composable banking architecture with customer-centric focus. For incumbent banks, their legacy systems do not allow such a transformation, and there is a need for them to modernize in order to compete with their new, digital-first competition.

OUR OFFER AND VALUE PROPOSITION

- We enable new Digital banks to accelerate their launch and cut down the implementation lifecycle using our Banking as a Service offering with fully functional Integrated use cases for SME Lending, BNPL and relevant APIs, reducing the implementation time from 15 months to 6-8 months
- Reduce the Capex for banks, by offering a cloud hosted and SaaS based solution stack
- Progressive modernization for incumbent banks, via tech upgrades, platform replacements (for end of life platforms), and cloud migration of the core platform

• WE HAVE DONE THIS BEFORE FOR...

- MUFG – Implemented Core Banking for MUFG Commercial Banking APAC, across markets
- Bank of Ireland – Implemented a digital banking ecosystem centred around Temenos, also helped with a hybrid cloud transformation
- Discover, USA – Fincle Core Banking implementation for retail and personal lending

WHY WE ARE 'SPECIAL'

- We have more that 20 years of working in the Banking domain with the experience of 125+ projects delivered
- Dedicated CoEs for most leading Core Banking platforms, and robust relationships with relevant ecosystem FinTech partners
- Combined capability of our different GBLs and ABLs gives us an unparalleled advantage to help banking clients with their end to end transformation journey
- IP in the form of our various tools and accelerators that can accelerate package implementation, helping reduce cost, risk, time, and complexity for clients

Key documents

BOMS BATTLECARD – Connected Banking – Oct 2022

SALES DECK- Connected Banking – v7 – Sep 2023

Connected Banking Training Webinar

Go To Market Documents

[Click here to open the offer assets](#)

Service Offerings

Offer Owner

Person responsible for offer.

X-PORT Page Editors

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Partners

GTM Tools that are available to better manage your Sales Campaign

Sorry, no related use cases found.

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