



CASELETS

# MODERN BANKING PLATFORM

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Caselets

# THIS EUROPEAN CLIENT SERVES MORE THAN 40,000 DEPOSIT CUSTOMERS PRIMARILY THROUGH ONLINE CHANNELS.

## Business need

This client was looking to replace its legacy core platform with a digitally rich banking platform, to provide expanded functionality, faster product time to market and an enhanced client experience.

## Our solutions

- FIS Modern Banking Platform
- Code Connect
- Digital One omnichannel platform
- FIS Paas (for SEPA payments)
- Enterprise Customer
- IdP

## Landing the deal

This bank has the distinction of being the first European-based client to sign a contract for FIS Modern Banking Platform.

## Differentiators

**Industry-leading modernization strategy.** The FIS modernization strategy was a turning point.

**Cloud deployment.** Platform will be deployed on Microsoft Azure providing elasticity of scale and lower cost of change.

**Advanced capabilities and flexibility.** Essential factors that are needed to grow the bank's business in a competitive market.

# THIS CLIENT OPERATES 350 BRANCHES AND 22 FINANCIAL CENTERS, WITH A STRONG DIGITAL PRESENCE.

It is a member of one of the world's largest financial organizations with total assets of approximately ¥312.8 trillion (JPY) or \$2.9 trillion (USD) as of 2019.

## Business need

This client is embracing core banking transformation to serve the changing needs of its clients.

Key objectives include:

- Future-proof technology
- Increase their digital focus
- Achieve operational efficiencies, while delivering improved customer experience
- Work with an innovative technology leader
- Select a partner with solid transformation delivery expertise

## Our solutions

- FIS Modern Banking Platform
- FIS Digital One omnichannel platform
- FIS Code Connect
- DirectLink Teller
- ImageCentre
- CSF Designer
- Managed Bank Connectivity
- Bank Account Management for banks

## Landing the deal

This is the first client with online banking and physical branches that will run the new next generation FIS core banking platform, using FIS core and FIS channel solutions.

The success of prior core banking implementations helped establish high confidence in FIS' ability to deliver – given we already had with their direct bank's launch.

Temenos was a finalist but lacked U.S. regulatory and delivery track record in U.S.

## Differentiators

**Ease of integration.** Component-based and API-first. Individual components can be upgraded or replaced without impacting other functions or data. Significant savings for future cost of change.

**Speed to market.** Highly configurable with a comprehensive product factory. Anchored by a market-leading model bank.

**Personalization.** Customer-centric solution enables the power of data analytics and artificial intelligence to help understand specific needs of customers and offer more targeted, personalized financial products.

**Resiliency and scalability.** The system is cloud-native, providing high resiliency, scalability and cost efficiencies that come with secure cloud delivery.

# AS PART OF A BROAD REINVENTION, THIS CLIENT IS PIVOTING TO THREE STRATEGIC OFFERINGS: INSURANCE, INVESTMENTS AND BANKING SERVICES.

## Business need

This client plans to grow from USD \$560M in assets to a multi-billion-dollar direct bank requires a complete overhaul of technology and product offerings.

The client seeks to modernize their solutions and rapidly scale their delivery capabilities to achieve significant growth, driven by leveraging their well-known national brand.

## Our solutions

- FIS Modern Banking Platform
- Digital One
- Code Connect
- Bill Pay and P2P
- Debit
- Origenate
- Payments One
- CEDAR CCM
- ImageCentre
- FOS
- nGage

## Landing the deal

The eight-month sales cycle resulted in the client choosing FIS because it will allow them to leverage our full set of direct banking solutions, hosting services, and proven implementation capabilities.

FIS beat a formidable set of technology-forward competitors including Infosys, Temenos and Finxact.

## Differentiators

**Proven-delivery excellence.** An attribute that FIS is known for in the Direct Banking market.

**Single-source provider** for a full set of banking solutions and hosting.

**Commitment** to U.S. Regulatory Compliance and to delivering solutions and capabilities on an aggressive timeline.

# THIS CLIENT IS A TOP 10 FINANCIAL INSTITUTION BY ASSET SIZE (USD \$409B AS OF DECEMBER 2019) WITH 53,000 EMPLOYEES IN MORE THAN 40 STATES, 2,500 RETAIL BRANCHES, AND STRATEGIC INTERNATIONAL OFFICES IN FOUR COUNTRIES OUTSIDE THE U.S.

The client is engaged in retail banking, asset and wealth management, estate planning, loan servicing, and information processing.

## Business need

This client is in the process of modernizing its technology ecosystem to support their business growth goals and ambition to be a leader in ease and efficiency for their customers.

The client will implement a modernized core processing system aligned with their modern architecture principles to enable national retail expansion.

## Our solutions

- FIS Modern Banking Platform:
- Consumer and Small Business Deposits
  - Commercial Deposits
  - Consumer and Small Business Lending
  - Enterprise Customer (runtime)
  - Enterprise Organization
  - Reporting and Analytics Solution (RAS)
  - Compliance Suite
  - Back Office UI

## Landing the deal

The turnaround time for this deal was rapid and impressive: the Proof of Concept commenced November 2019 and culminated in a signed contract December 30, 2019.

FIS previously had declined to participate in the POC earlier in 2019 but were invited back when the client's other options were exhausted and the POC revised.

## Differentiators

**Collaboration.** Flawless execution by the Sales and BU teams during the sales cycle.

**Commitment to next-generation core technology.** Our advanced platform architecture will allow the client to reinvent their full technology suite and migrate off several legacy core platforms.

**Speed to Market.** FIS' rapid response and deployment will allow the client to be in production on Modern Banking Platform in 3Q 2020.

**Safety and Security.** The client will rely on FIS' proven commitment to data security, privacy protection and regulatory compliance.

**Banking Functionality.** The bank trusts FIS to deliver the retail and commercial banking functionality they need to compete and win.

**THIS CLIENT IS A VENERABLE AMERICAN MULTINATIONAL INVESTMENT BANK AND FINANCIAL SERVICES COMPANY HEADQUARTERED IN NEW YORK.** Its vision is to create the leading platform for consumers to take control of their financial lives through personalized products to save, borrow and spend in ways that are simple, transparent and always on the side of the customer.

#### Business need

This client plans to extend its offering to include a checking account and to have it launched on an aggressive timeline.

#### Our solutions

- Modern Banking Platform
  - Checking and Deposits
- CEDAR
- Item Processing
- Virtual Back Office

#### Landing the deal

FIS faced fierce competition from Infosys who enjoyed a strong relationship with the client.

The evaluation and negotiation process was intense, but ultimately, the advanced technology of Modern Banking Platform and the total banking solution that FIS could offer sealed the deal.

#### Differentiators

- Modern Banking Platform's next generation technology
- Complete set of available banking surrounds
- FIS' commitment to deliver and meet the client's aggressive timeline
- FIS solution and contract flexibility

**THIS CLIENT IS A DIVERSIFIED FINANCIAL SERVICES COMPANY THAT IS HEADQUARTERED IN TORONTO, ON CANADA.** With operations worldwide, it provides personal and commercial banking, wealth management services, insurance, corporate and investment banking, and transaction processing services for personal, business, public sector and institutional clients.

#### Business need

This client plans to start a new "Direct To Consumer" business in the U.S. to increase deposits and ultimately broaden its offerings to a more mainstream clientele.

The bank also wants to explore Venture programs where they could sponsor a financial institution without a U.S. bank charter.

#### Our solutions

- FIS Modern Banking Platform
- Modern Banking Platform
- Code Connect API Gateway
- Chex Systems
- NYCE Debit Network
- Card Personalization and Fulfillment Services
- Item Processing
- Remote Deposit Capture
- Print and Mail
- Tax Services
- ACH Services
- Actimize Essentials
- Remittance Lockbox
- Bill Pay and Zelle
- Yodlee Instant Account Verification
- CEDAR Customer Communication Management
- Enterprise Pricing
- Digital Chat
- Digital One Online Account Origination and Online Banking
- Fraud Detection and Identity Services

#### Landing the deal

FIS was the chosen partner after a two-year review in which the client used two separate consulting firms and researched the market regarding Modern Banking Technology for their new Direct To Consumer Bank.

#### Differentiators

- Modern Banking Platform's componentized approach
- Open Banking through Code Connect API Gateway
- Digital One Online Account Origination and Online Banking, where the client owns the glass
- FIS full solution set for Model Direct Bank
- Ability to launch venture programs in addition to the Direct-to-Consumer Bank on the same solution deployment with Modern Banking Platform's multi-tenant capability

**THIS CLIENT IS ONE OF THE NATION'S OLDEST AND LARGEST FINANCIAL INSTITUTIONS WITH USD \$187 BILLION IN ASSETS AS OF MARCH 2018.** It offers a broad range of retail and commercial banking products and services to individuals, small businesses, middle-market companies, large corporations and institutions.

### Business need

This client launched a very successful standalone direct bank in June 2018 which runs on FIS Profile 7.6.1. They utilize the Profile Outsourcing model with FIS hosting the entire solution. FIS also provides back office and call center support for the entity.

The client is now looking to modernize the incumbent bank's core processing solution.

### Our solutions

- Modern Banking Platform
- Code Connect
- Digital One Online Account Opening
- Item Processing
- Mobile Remote Capture
- Financial Crime Management
- Virtual Back Office
- Call Center Services
- IAV
- WAP Services
- Check Printing Services

### Landing the deal

Contract signed in May 2020. The ongoing successful partnership between FIS and the bank have nurtured a strong and expanding relationship.

### Differentiators

FIS is the incumbent, and the client has been extremely successful with significant growth since launch, establishing high confidence in FIS' capability to deliver on modernization.

**THIS CLIENT IS PARTNERING WITH A BIG TECH FIRM TO OFFER DIGITAL BANKING SERVICES IN NORTH AMERICA.** With asset size of USD \$580 billion, this client is looking to launch new digital products and accelerate their ability to deliver financial advice to customers.

### Business need

The client wants to support their customers' financial lives in more places where they are spending their digital time – therefore creating a digital service for new account holders in a unique digital offering.

The client will be able to participate in an ecosystem at a fraction of the cost it would take them to build something comparable. It also allows leveraging of advanced technologies, expanded revenue via new customer acquisition, and expanded customer reach.

### Our solutions

Fully outsourced solution includes:

- FIS Modern Banking Platform
- Code Connect
- Call Center
- Back Office Functions
- Payments One
- Card Production
- Digital One Banker
- ACH
- eStatements
- Item Processing
- DirectLink Consumer

Another party will provide the front-end account origination capabilities. The implementation of Modern Banking Platform for this client creates a model bank for core modernization across the client's enterprise.

### Landing the deal

The client was already speaking to FIS about modernizing their core via Modern Banking Platform (MBP). The client was able to showcase a new business model on MBP and accelerate the approval process internally.

### Differentiators

**Trust in FIS:** This client relies on FIS as their trusted advisor to recommend the best approach for success. They believe in FIS' modern banking vision and see this as the first step in their core transformation.

**Executive Relationships:** FIS and the client have more than a 30-year history of joint success. Active participation by FIS senior executives in the sales cycle enabled the deal to progress and reinforced our commitment to the bank.

**Unique Contract Terms:** The engagement required the FIS team to think outside of the box in terms of creating a contract construct that enables the client and FIS to share in the risk of this new venture.

# THIS CLIENT IS A HIGHLY SUCCESSFUL PAYMENTS INSTITUTION WITH USD \$21.5 BILLION OF REVENUE AS OF 2020 AND MARKET CAP OF \$300 BILLION.

Their ambition is to provide savings and transactional accounts, starting with High Yield Savings, with a goal to grow to over 300 million accounts over 5 years.

## Business need

The client wants to launch a High Yield Savings (HYS) account under their flagship brand, in partnership with a sponsor bank. They need a proven platform to act as the shadow System of Record (SOR) and manage interest calculations.

The client is now looking to modernize the incumbent bank's core processing solution.

## Our solutions

- FIS Modern Banking Platform
- Enterprise Customer (EC)
- Organizational Configuration (Org)
- MBP Retail Deposits
- FIS Reporting and Analysis Solution (RAS)
- Back Office Servicing User Interface (MBP BOUI)
- Admin User Interface (MBP Admin UI)
- Identity Provider (IdP)
- MBP APIs Exposed via Code Connect (CC)

## Landing the deal

Contract signed for implementation only at present – redline for run in progress – will update once signed.

This agreement pertains to North America; discussions are planned for further global expansion opportunities.

## Differentiators

**Modern Technology:** Modern Banking Platform's next generation technology stack

**Scalability:** Proof of concept with large volumes, meeting expected unit measurements including Transactions Per Second (TPS)

**Adaptability:** FIS solution and contract flexibility

**Competition:** Temenos failure on T24 in December 2018 led to FIS introduction with Modern Banking Platform; FIS was selected over another vendor and in-house options.