

Financial Interoperability & Open Source



Interoperability – what about...

the ability of diverse **systems** and **organizations** to work together (inter-operate)



Business Customers

Flexibility of solutions choice
Confidence in solutions
Cost reductions

Vendors

Increase customer value
Create market opportunities
Manage costs

Regulators

Promote innovation & competition
Social, political and economic issues

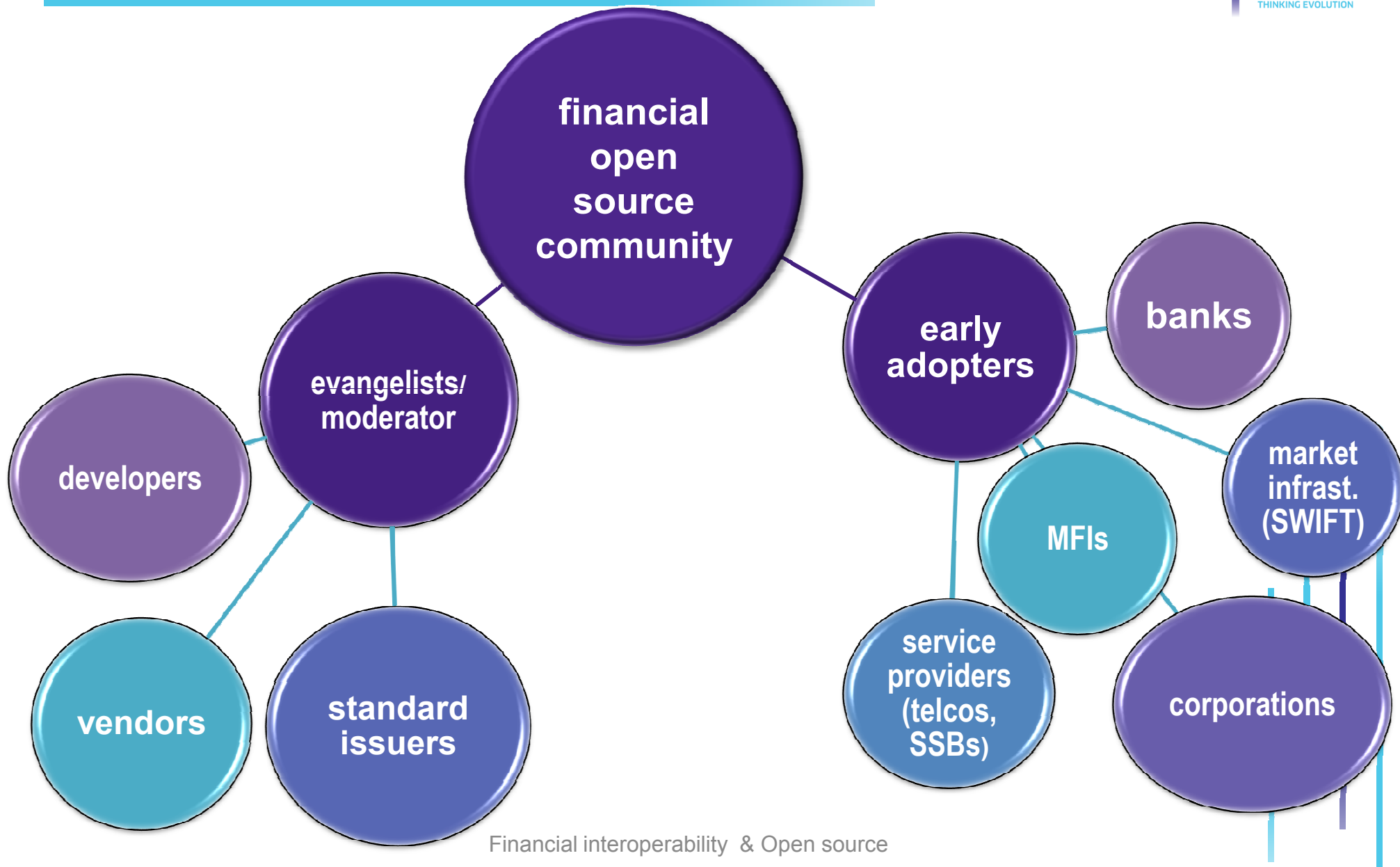
Dilemma



1. Shrinking budgets
2. Keep pace with technology
3. Need for resilient systems
4. IT solutions are natively proprietary
5. Financial transactions have become commodity
6. Focus on individuals, SMEs & large corporations

An open source platform will lead to the commoditization of the processing layer

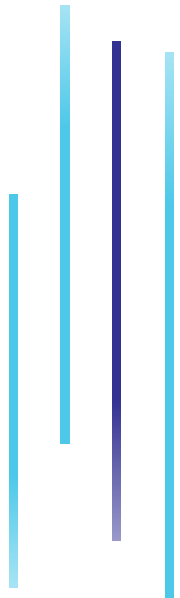
Setting the scene



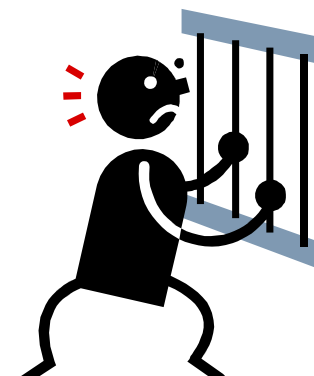
What's in it for the business customer?



- **Lower dependency on ISV**
- **Cost sharing for new developments and recurring software maintenance**
- **True competitive advantage, allowing the adopters to concentrate on enhancing their customer's business experience**
- **Cost savings**



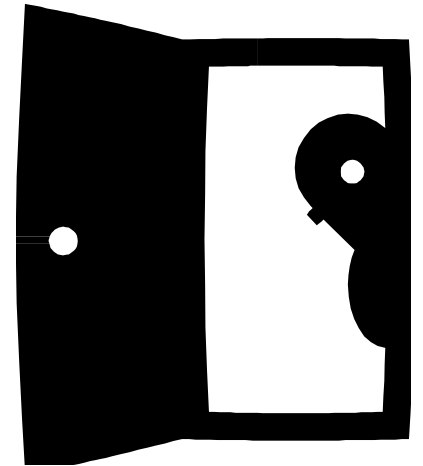
What's in it for Vendors?



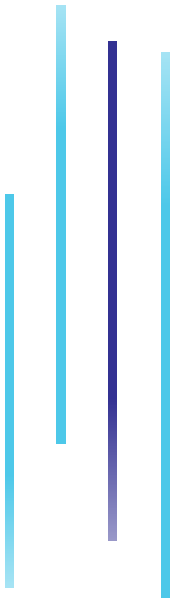
Captive to
own product

- **Latest technologies and updates shared within the community**
- **Focus resources on innovation**
- **Increase customer base in ancillary business areas:**
 - **treasuries of banks**
 - **corporate or retail customers service**

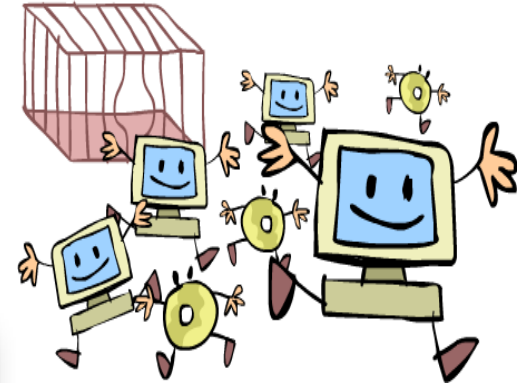
What's in it for the community?



- **Shared:**
 - **innovation**
 - **business & technological progress**
 - **fun**
- **Well defined cooperation space**
- **Enhanced time to market**
- **Cross industry coverage**

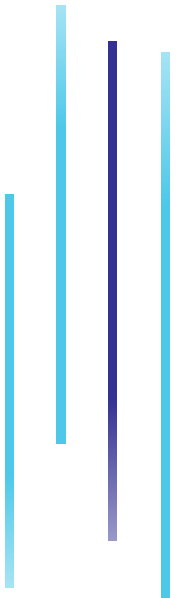


Wrap-up



Question:

Open source for the financial transaction processing layer - can it bring financial interoperability one step forward?



Thank you!



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