

October 2020

Platform Spotlight



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Welcome to the first edition of our FusionFabric.cloud newsletter. Whether you are developing apps that leverage our platform, or are a Financial Institution looking for the most up-to-date innovations to bring to your customer base, this newsletter is designed with you in mind.

The aim is to bring you the latest news on APIs, fresh apps launched on the FusionStore, new developments on the platform, and interesting case studies..

This will also be the place to find out about upcoming events, such as our Open Finance Appathon (see more on page 10) and our Hack to the Future 2 Hackathon (see more on page 12).

Wherever you are in the adoption of FusionFabric.cloud, I would like to say thank you for choosing to partner with us. There are plenty of exciting plans in place for the year ahead, and I would love to hear from you with your ideas and suggestions.

Get in touch at FusionFabric.cloud@finastra.com if you would like to get involved.

Above all, I hope you find the newsletter of interest, and an inspiration for your future in open finance.



24

Apps in the
FusionStore today



125

APIs available in
our FusionCreator
Developer Portal



130

Customers using
FusionFabric.cloud

FusionFabric.cloud Platform

Unlocking innovation in financial services

Finastra is changing the way modern banking software is built and distributed. With FusionFabric.cloud, our open development platform, we are championing "innovation through collaboration". By opening up our core systems in Retail Banking, Payments, Lending, Corporate Banking and Treasury & Capital Markets via open APIs, we enable financial institutions and other parties in the fintech ecosystem to develop applications on top of our solutions, enabling you to enhance the value provided to your customers. Find out more about our platform below, or at [FusionFabric.cloud](https://www.finastra.com/fusionfabric/cloud).



Financial institutions define their platform strategies

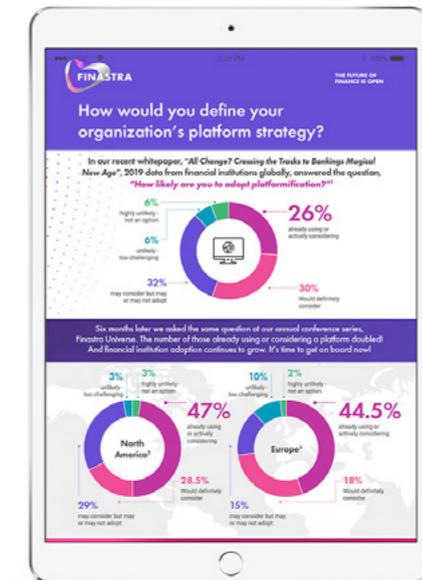
Financial institutions' appetite for platformification and collaboration has increased significantly in just a few short months. More FIs worldwide are taking steps to transform and implement platforms, recognizing they are now the optimum way to achieve business success faster.

Future plans

When we asked FIs what their plans were for adopting platforms in 2019, 26% said they were already using platforms or were actively considering doing so. Six months later that figure had jumped considerably higher to 47% of FIs in the USA, and 44.5% in Europe.

Rapid transition

The question is no longer whether banks adopt new technologies that enable collaboration with third parties such as Fintechs, independent software vendors, system integrators and academic institutions, but when: and how rapidly they can make the transition.



Reaping the real benefits of data sharing

Data sharing opens up huge possibilities for banks to offer customers the products and services they want, thereby reducing the risk that consumers or businesses will take their accounts elsewhere. By listening to customers and understanding what would add the most value for them, banks can 'connect the dots' by bringing in partners who can provide the right capabilities. See how data sharing augments our platform in the brochure below.



For fintechs, data sharing unlocks new markets in the form of banks' customer bases for their products. Time to market is reduced and income volumes are increased significantly when compared to going solo.



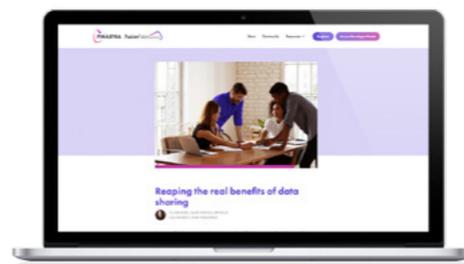
Data sharing enables banks to more effectively serve customers across the lifecycle by providing additional services."

Amber Sappington

Head of Data and Analytics, Finastra

Finastra's Fusion Advanced Data Services

We launched our Fusion Advanced Data Services to make it easier for developers to access datasets when building, testing and fine-tuning apps. The platform aggregates data from a wide variety of sources, cleanses and processes it for continuous model training, and curates the data for advanced analytics.



[Read more from Amber Sappington on data sharing](#)

Instead of going through the arduous process of approaching each FI in turn for datasets, then having to clean, understand and apply structures to that data, we do it for you. By setting up solutions with Finastra's datasets, you can open the door to a brand new customer base. And you can rest assured that security, privacy and compliance are at the forefront of our services.

Data commercialization opportunities



Raw and/or aggregated data



Data partnership



Business intelligence and benchmarking



Predictive and prescriptive analytics



Decision automation

FusionStore

Finastra's FusionStore is bringing new fintech app innovations to Finastra's 9,000+ financial institution clients around the world.

Apps live

Consumer Banking



Allied Bill Payment

Allied Bill Payment allows consumers to pay anyone and manage bills for thousands of companies from a central location within their bank or credit union's digital banking application.

Pre-integrated with Fusion Digital Banking



FinGoal

FinGoal's recommendations give consumers a reason to reengage with their Financial Institution digitally every day. Consumers come back into your mobile banking or online banking experience in order to access the latest recommendations uniquely crafted for each individual. FinGoal serves up these recommendations via a stand-alone white label app branded by the Financial Institution (also available by API).

Pre-integrated with Fusion Digital Banking



Flybits

Flybits empowers financial institutions to connect with their customers more meaningfully through hyper-personalized experiences, powered by contextual data. With patent-protected AI and machine learning capabilities, Flybits' end-to-end platform assembles data and allows teams to orchestrate experiences without data science or technical know-how. From driving product awareness to offering virtual concierge-style services, enterprises across the globe are using Flybits contextual recommendation engine to add significant value to the lives of their customers.

Pre-integrated with Fusion Digital Banking



Honeyfi

Honeyfi is a personal finance app that makes it easy for couples to manage their money and save together.

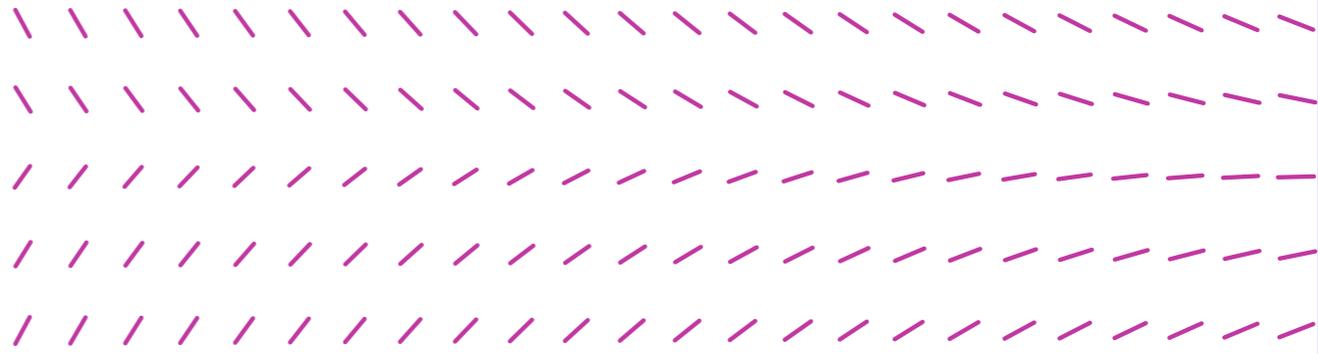
Pre-integrated with Fusion Digital Banking



One

Create AI avatars to engage your customers 24x7 in the channel of their choice, using One, the conversational AI platform built for retail banking. One has highly customizable features including business rules, custom responses and branding.

Pre-integrated with Fusion Digital Banking



Consumer Banking



RoamHR

RoamHR is built for the booming freelance economy. Now you can offer your clients the power to calculate projected annual earnings, track deductibles including mileage and automate quarterly IRS payments. Leverage existing accounts, monetize existing relationships, and drive new account acquisition.

Pre-integrated with Fusion Digital Banking



RoboSave

RoboSave is an automated savings tool that calculates how much money a user can save every few days without changing their spending habits, and saves that amount automatically. The banker's dashboard tracks user analytics and allows for personalized product offers to be set up using specific conditions from user-created goals. Once triggered, these product offers display automatically in the user's interface.

Pre-integrated with Fusion Digital Banking



Predictive Engagement Platform

The SaaS-based Platform from KapitalWise helps financial institutions drive customer engagement by using AI to predict trends, changes, and events so you can always offer your clients the right solution at the right time. Easy to use with affordable pricing tailored for financial institutions of any size.

Pre-integrated with Fusion Digital Banking



kore.ai

Kore.ai's Intelligent Banking Assistant brings conversational AI banking to your customers. Trained in 50+ capabilities for checking and savings accounts, it lives within your online or mobile banking applications. With the Banking Assistant, your customers can ask questions instead of using traditional navigation.

Pre-integrated with Fusion Digital Banking



Fusion Retail Analytics

Fusion Retail Analytics has off-the-shelf integration to Fusion Essence and Fusion Equation unlocking the valuable data within these core banking systems and also enabling data consumption from third party solutions. Financial institutions can leverage predictive analytics and actionable insights that ultimately lead to an enhanced customer experience.

Pre-integrated with Fusion Essence, Fusion Equation



Fusion Analytics

Fusion Analytics aggregates account holder's current relationships, behaviors and lifestyle attributes to help the bank or credit union more clearly see where opportunities for engagement and growth lie. Fusion Analytics makes this information actionable by expanding access across the enterprise—from the executive suite to the branch management.

Pre-integrated with Fusion Phoenix



[CRiskCo Approve](#)

CRiskCo uses custom-built AI to simplify the collection of data and the underwriting process, so you can make decisions about SMB loans more quickly.

Pre-integrated with Fusion CreditQuest



[Fusion Credit Connect](#)

Built on Salesforce’s Financial Services Cloud, Fusion Credit Connect is designed to integrate seamlessly with Finastra’s loan origination solution Fusion Credit Management Enterprise (CME), and with Fusion Loan IQ, Finastra’s world market-leading loan servicing solution available anywhere for large commercial, middle-market and SME lending.

The advanced capabilities and functionality of Fusion Credit Connect empowers Relationship Managers to do their jobs better, faster and more productively. Its features include an intuitive deal dashboard and “timeline” that proactively displays the current deal status and next steps, together with a predictive analytics engine that highlights new revenue opportunities and optimal products for each client; boosting sales and margins.

Pre-integrated with Fusion LoanIQ



[Fusion CreditQuest Lender Insights](#)

Fusion CreditQuest Lender Insights helps bridge the gap between lending teams and the back office. With mobile accessibility, lenders will spend less time behind their desk and more time with borrowers.

With the power of Microsoft Dynamics, lenders can quickly view the borrower’s relationship detail, risk rating and needed documents to keep their files up to date. By utilizing insightful spread details and the ability to submit an application through a phone or tablet, lenders are equipped to act quickly on opportunities.

Pre-integrated with Fusion CreditQuest



[Fusion Mortgagebot POS Data Insights](#)

Fusion Mortgagebot Data Insights brings your mortgage borrower data and office efficiency metrics alongside more than 1,400 Fusion Mortgagebot users. Quickly spot opportunities to attract applicants, increase conversions and speed closing times, all while making your operation more efficient.

Fusion Mortgagebot POS Data Insights delivers easy to access dashboards that deliver valuable insights for your organization and provide peer benchmarking again other users from coast to coast. Fusion Mortgagebot Data Insights can allow your organization to evaluate underwriting practice, application delivery channels and marketing effectiveness.

Pre-integrated with Fusion Mortgagebot



[Fusion Mortgagebot LOS Data Insights](#)

Fusion Mortgagebot Data Insights brings your mortgage borrower data and office efficiency metrics alongside more than 1,400 Fusion Mortgagebot users. Quickly spot opportunities to attract applicants, increase conversions and speed closing times, all while making your operation more efficient.

With Fusion Mortgagebot LOS Data Insights, operational processes are measured and compared to industry standards. Spend less time putting out fires and focus on efficiency improvements, improved margins and faster close rates.

Pre-integrated with Fusion Mortgagebot

Lending



[Fusion LIBOR Transition Calculator](#)

Legacy systems lack the ability to process ARR / RFR priced loans and implementing complex system changes can be costly.

The Fusion LIBOR Transition Calculator independently sources the ARR / RFRs from external official sources such as the Federal Reserve Bank of New York for SOFR, then calculates rates –average compounded in arrears rate and daily noncumulative compounded rates, along with corresponding interest accrued amounts for a set of inputs.

Pre-integrated with FusionLoanIQ

Corporate Banking



[One for Corporate Banking](#)

Help your corporate and SME customers move from visiting branches or calling customer support or RMs to engaging self-service experiences through messaging channels powered by state-of-the-art AI.

If you are on Finastra's corporate banking suite, this app seamlessly integrates with Finastra's Fusion Corporate Channels solution to create natural language experiences across multiple channels like iOS, Android, Web apps, WhatsApp, Skype.

Pre-integrated with Fusion Corporate Channels



[Appzillon Corporate Mobile Banking App](#)

Corporate treasurers and finance heads are often on the move and pressed for time. The Appzillon Corporate Mobile Banking App enables busy executives to approve transactions on the go or in the middle of a busy schedule.

Pre-integrated with Fusion Corporate Channels



[Finbot](#)

Finbot is a conversational AI chatbot and voicebot for corporate banking, powered by Floatbot.ai. Floatbot.ai is SaaS-based conversational AI platform that helps banks and fintechs to automate customer support, increase customer experience and digital sales. Its DIY "No Code" platform makes it possible to build hybrid bots using advance workflow-builder and conversational AI tools.

Pre-integrated with Fusion Corporate Channels



[Trade AI](#)

TradeAI helps save time and reduce risk by automating the examination of your documents under a trade instrument such as a Letter of Credit. Simply upload your documents, along with the Letter of Credit, and immediately receive comprehensive reports on the compliance of the documents against ICC standards and relevant regulatory requirements. This includes profiling of the transaction for money laundering and terrorist financing risks, and enables monitoring during the transaction lifecycle.

Pre-integrated with Fusion Trade Innovation



Fusion Payment Insights

With Fusion Payment Analytics you can gather, analyze and store massive quantities of data and then evaluate this information to derive business intelligence and insights. Payment Analytics empowers the organization to maximize the potential of their payment data and transform their payment business to a value-added service. FI users can make better decisions on how they operate and what can be optimized, and create an impact in the organization by sharing valuable data insights with other LOBs such as Account Managers/CRMs.

Pre-integrated with Fusion Global PAYplus



Real time Cross Border Payments

With Buckzy, your consumer and business customers can send and receive money instantly, across borders, 24/7/365. This real-time payment ecosystem and technology platform enables large-value remittances, bill payments and P2P consumer transfers. And its comprehensive APIs allow banks and service providers to build industry-specific solutions.

Pre-integrated with Fusion Global PAYplus



Vector Risk Service

Vector Risk provides a true multi-tenancy SaaS solution for FRTB (SA & IMA), VaR. Hosted on Microsoft Azure, it uses Microsoft HPC (high performance computing) for extreme computational performance.

As a SaaS solution, Vector Risk dramatically reduces implementation timeframes, has little project risk, requires no new IT infrastructure, and provides regulatory evergreening. Extreme performance enables you to carry out portfolio IMA in minutes rather than hours. Vector Risk offers a complete FRTB solution with software that's in production.

Pre-integrated with Fusion Opics



Winning together

Launch of the Open Finance Appathon

Calling on all partners across the globe! Do you have a product that serves Europe? We challenge you to use the power of APIs to integrate and scale your existing products or develop new ones to transform financial services.

By using the range of APIs and sandboxes, you will be able to access a new route to market to 1,000s of banks and utilize banking-as-a-service capabilities to accelerate product development.

Applications open until 30th October!

A collaboration between:



New features

Developer portal

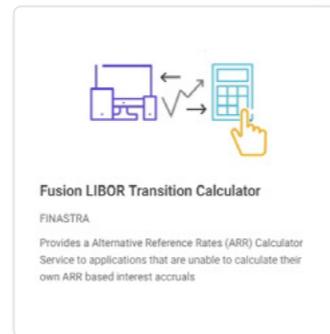
Dataset feature

Datasets is a functionality that enables developers to get a bigger quantity of data to use for machine learning models and analytics; using Azure Data Share. Now financial institutions can share their data securely with 3rd parties to innovate. Start exploring our treasury and capital markets datasets today.

[Explore datasets](#)

Service API feature

FusionFabric.cloud now supports a new type of API – service APIs. These APIs are product agnostic and accessible to anyone, including non Finastra customers. Check out the first service API – the LIBOR transition calculator.



[Explore API](#)

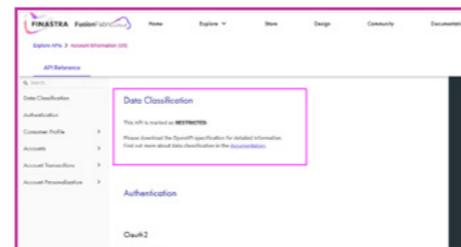
Service API feature

Finastra has a wide range of requirements to protect the confidentiality, integrity and availability of data under our custody. To protect data, we apply safeguards and controls which are appropriate given the sensitivity and criticality of the data.

There are two levels of classification of data:

- Public data (for example market data)
- Restricted data (information that is protected under GDPR or CCPA)

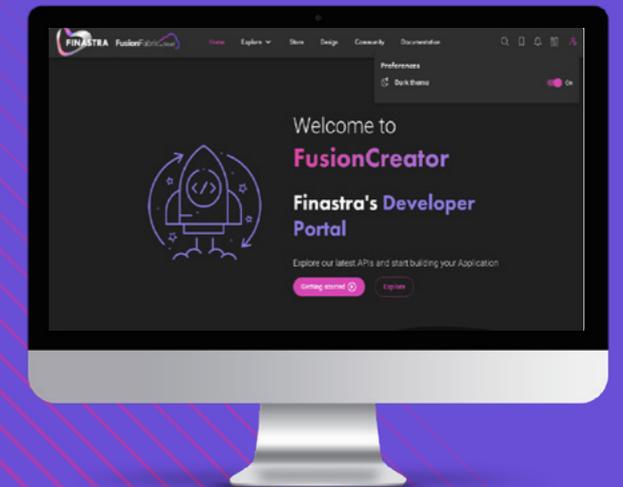
The data classification tagging applies both to API level and to endpoint level. The tag is included in each API reference documentation and can be found in the OpenAPI specification.



[Read more about data classification](#)

It's here...dark mode

As we continue to add more functionality to Finastra's developer portal, we are also building some fun UX features! No developer portal is complete without a dark mode, so we've added one. To enable dark mode, log in and navigate to 'user settings' in the top right corner. There you will find the preference to enable dark mode.



Success stories

Take control with FusionFabric.cloud and bring more relevant, modern offerings to give people what they expect.

Financial institution, fintechs, and software developers collaborate to innovate on top of Finastra's proven banking software at speed, scale, ease and low cost. Hear from fintech Monotto, and Finastra customer, CertifiedFed on their platform journey with FusionFabric.cloud



Monotto's CEO and Founder, Christian Ruppe, introduces RoboSave. An app on FusionFabric.cloud, RoboSave is an engaging way for institutions to deliver smart savings tools to their end users while utilizing data to provide relevant products at the right time.



COO Donna Simpson and CIO James Tomaso share how the open banking platform and ecosystem seamlessly supports their products and growth. A real-time payments app they integrate with on FusionFabric.cloud gives their clients the immediacy and trust they expect in a financial institution.

Hack to the Future

This year, we go global. And we're hacking for good.

The pandemic has intensified some of the world's most challenging issues – poverty, inequality and exclusion to name but a few. Digital infrastructure and technology are providing the platform to transform access to financial services for historically excluded populations and create better, fairer and more inclusive outcomes, and institutional opportunities for efficiency, growth and diversity.

Hack to the Future 2020 is focused on creating a brighter future that supports every person, business and community, through technology.

[Find out more](#)

Global themes

These are the major themes, but we welcome all innovative ideas

1 Hacking systemic inequalities

- Banking the unbanked/underbanked
- Socially responsible investments & ESG
- Building inclusive technology
- Driving financial literacy

2 Embrace technology-enabled change

- Establishing ecosystems beyond finance
- Cross-business intelligence layers with AI
- Reimagining transaction flows with DLT
- Integrating physical and digital experiences

3 Hacking through COVID-19

- Digital, also behind the scenes
- Embedded fintech, across industries
- Finding new growth streams
- Managing risk in a post-covid world



FusionFabric.cloud for innovation and differentiation



Increase speed of innovation



Continued growth of API catalog



Optimize total cost of ownership



Significant investment in data



Drive efficiencies



Scale of dedicated developer ecosystem



Accelerate growth



Orchestration capabilities



Improve customer experience



#1 platform for financial services

Get involved

Ready to start your open innovation journey with FusionFabric.cloud?



FusionStore



FusionCreator



Financial institutions

Looking for an app? Head over to the [FusionStore](#) to check out our latest offerings, or to get real time updates follow our [FusionStore showcase](#) page on LinkedIn.

Developers – Financial institutions and fintechs

If you're ready to start your journey and create your own app, get started by browsing our [developer portal](#) for the latest APIs available.

Financial institutions and fintechs

Still mulling your platform journey over? [Check out](#) our news and insights page for the latest articles and thought-leadership on all things platformification to get some inspiration.

THE FUTURE OF FINANCE IS OPEN

Finastra is unlocking the power of finance for everyone by creating a platform for open innovation in the world of financial services.



Contact us FusionFabric.cloud@finastra.com



About Finastra

Finastra is building an open platform that accelerates collaboration and innovation in financial services, creating better experiences for people, businesses and communities. Supported by the broadest and deepest portfolio of financial services software, Finastra delivers this vitally important technology to financial institutions of all sizes across the globe, including 90 of the world's top100 banks. Our open architecture approach brings together a number of partners and innovators. Together we are leading the way in which applications are written, deployed and consumed in financial services to evolve with the changing needs of customers. Learn more at finastra.com

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