

IBM Cloud for Financial Services

Creating a secure and trusted ecosystem for banks and GSI partners

The IBM Cloud for Financial Services™ offering is designed to build trust with the specific features for security, compliance and resiliency that financial institutions require.

Banks can confidently host their mission-critical applications in the cloud and transact quickly and efficiently. With an ecosystem of multiple banks and more than 35 partners, IBM Cloud for Financial Services offers a new generation of cloud for the enterprise.

Help clients unlock the full benefits of cloud

Today, financial institutions are looking to the cloud to help them transform. They typically employ a hybrid multicloud strategy. With IBM Cloud for Financial Services, public cloud becomes an increasingly strategic option.

Build confidence in cloud transformation

16%

FS workloads have moved to public cloud

Deliver market-leading security

\$5.9M

Cost of a data breach in FS industry

Support regulated workloads

\$321B

FS regulatory penalties paid since 2007

¹ "CIO Surveys," Equity Analyst Research 2019-20

² "Global Risk 2017: Staying the Course in Banking," BCG, March 2017

³ "Cost of a Data Breach Report 2020" IBM Security, July 2020





Market opportunity for GSIs with IBM Cloud for Financial Services

At the core of the IBM Cloud for Financial Services is the IBM Cloud Policy Framework for Financial Services. This framework uniquely enables a collaborative model for implementing security control and compliance. It provides common operational criteria and a streamlined compliance controls framework specifically for the financial services industry.

Wrapping solutions around the IBM Cloud for Financial Services allows global systems integrators (GSIs) to finally provide their FS industry customers with an option for public cloud and instill confidence that IBM has addressed key public cloud security concerns.

IBM is working closely with major banks and over 35 ISV partners to promote consistency with the requirements of the IBM Cloud for Financial Services as well as helping them define and monitor their security and compliance obligations. Financial services ISV partners developing their solutions on IBM Cloud for Financial Services will go through a rigorous security testing process to ensure that you can leverage their capabilities as part of your end-to-end solutions with confidence. Together, we are developing a secure financial services ecosystem where banks, ISV and GSI partners and SaaS providers can transact with confidence.

“Value to clients plus value to partners equals value to IBM”

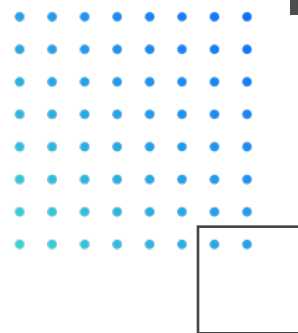
— Cameron Clayton, General Manager, IBM Cloud Ecosystem



Grow your financial services practice

Joining the IBM Cloud for Financial Services ecosystem as a GSI means that your practice can interlock with IBM on critical deals—driving scale and reach for select offerings with other clients and leverage best-in-class software provided by the ISV ecosystem community. In addition, IBM offers joint marketing, PR and promotion funding. Now you can provide your clients with the flexibility of choice about how best to manage their workload across a hybrid cloud environment, while addressing their concerns about security. Furthermore, you can enhance your own software offerings and enable those to be consumed by other members of this broad ecosystem.

The IBM Cloud Engagement Fund helps GSIs remove financial and technical obstacles, accelerating workload migration with funding, free cloud credits and access to technical expertise.



IBM Cloud for Financial Services ecosystem

Support complex and highly regulated workloads

- Enable the ecosystem (Cloud, FIs, ISVs and GSIs) to transact and operate securely and fluidly with common criteria informed by the industry.
- Build a strategy for global, regional, industry and government compliance with IBM Promontory® for financial services sector (FSS) workloads—operating at the intersection of strategy, risk management, technology and regulation.
- Improve visibility and auditability with physical asset management and logging and monitoring.
- Gain full control of the stack, with transparency for audit purposes, right down to the serial number of the server.

Deliver market-leading security for financial services

- Intelligent monitoring and enforcement of security and compliance profiles.
- Clients can keep their own key that no one else can see—so not even IBM operators can access the key or the data it protects, unlike other cloud vendors.
- Remove financial and technical obstacles to accelerate workload migration with the IBM Cloud Engagement Fund.





Get started

Find out why IBM Cloud receives the highest customer rating among leading cloud providers
ibm.com/cloud/financial-services

For more information

To learn more about IBM Cloud Ecosystem, please contact your IBM representative or visit:
ibm.com/cloud/partners

Additionally, IBM Global Financing provides numerous payment options to help you acquire the technology you need to grow your business. IBM provides full lifecycle management of IT products and services, from acquisition to disposition. For more information, visit:
ibm.com/financing

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