

IBM Cloud for Financial Services™

for ISVs, SaaS Providers, and FinTechs



In search of a secure, competitive advantage

Today's financial marketplace is creating unprecedented challenges for the financial services industry.



Customer experience

More competition from FinTechs and alternatives to traditional financial services

Revenue growth + lower costs

The need to grow revenue while reducing costs



Compliance

Change management, reporting, and audit obstacles



Talent gap

The need to reskill or upskill employees



Security

Increased frequency and severity of cyberattacks representing real financial and reputational risk

The pain points

There are many challenges ISVs, SaaS Providers, and FinTechs experience that hinder speed of innovation and improving the customer experience.



Time and cost of initial onboarding



Time and cost of ongoing diligence/audits



New customer acquisition



Compliance/risk/security with no room for error

Enter IBM Cloud for Financial Services™

A solution that's tailored for—and built in conjunction with—the financial services industry



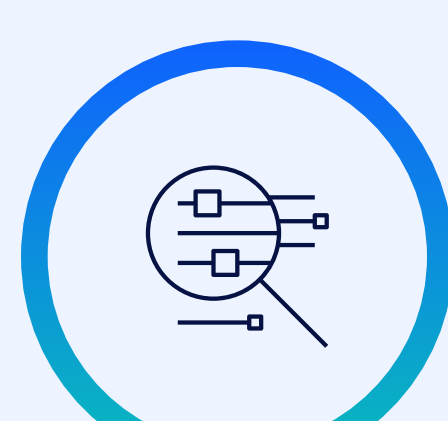
IBM Cloud for Financial Services™ allows organizations to improve customer experiences and increase the pace of innovation by securely and compliantly moving workloads to a secure, public cloud environment that gives you:



Pre-configured security and compliance controls



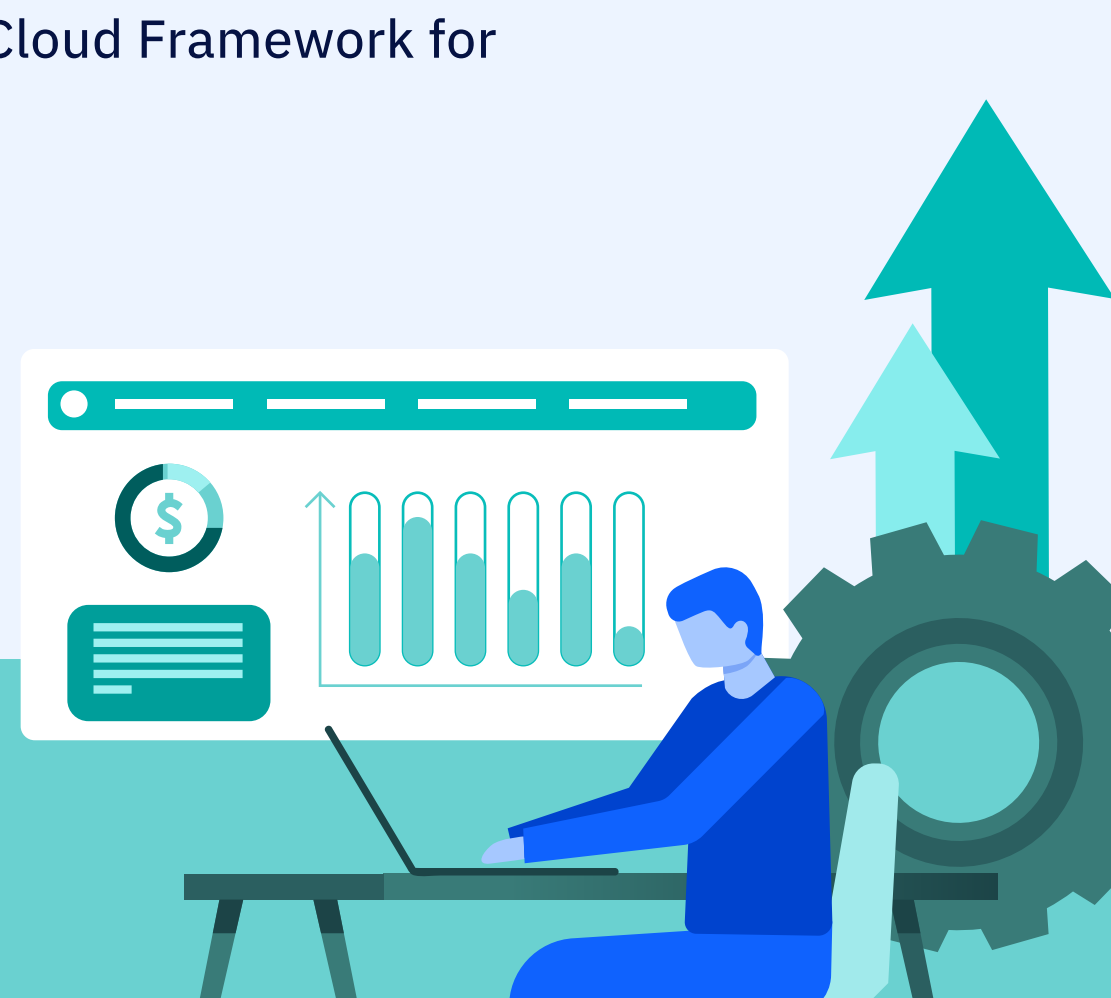
Confidential Computing utilizing Keep Your Own Key services and the highest level of encryption, FIPS 140-2 Level 4, to ensure your data is safe in transit, at rest, or in use



The ability to shift more of your focus to app innovation and engineering instead of vendor risk management by validating against one set of standardized security and compliance controls with the IBM Cloud Framework for Financial Services

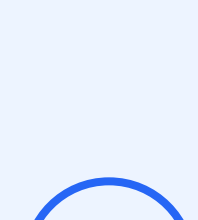
IBM Cloud for Financial Services™ in action

Speed the pace of innovation by reengineering your current process

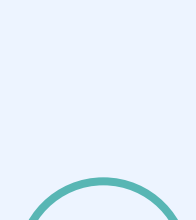


Example

A major financial institution (FI) wants to use new loan pricing software from a ISV / FinTech / SaaS Provider.



With IBM Cloud for Financial Services™



Without IBM Cloud for Financial Services™

Onboarding

Adhering to the IBM Cloud Framework for Financial Services and becoming IBM Cloud for Financial Services Validated, the FI can look at one set of controls for the FinTech that are already validated and standardized, both above and below the line.

The FinTech and financial institution engage in a lengthy process in which the FinTech must provide in-depth documentation to ensure in-depth compliance and security checks are still being met. This needs to be done for every vendor onboarded—and it can be different every time.

Ongoing diligence

Because the FinTech is adhering to the IBM Cloud Framework for Financial Services, ongoing diligence and audit evidence is more streamlined due to the standardized set of controls and use of IBM Cloud tools like Security and Compliance Center.

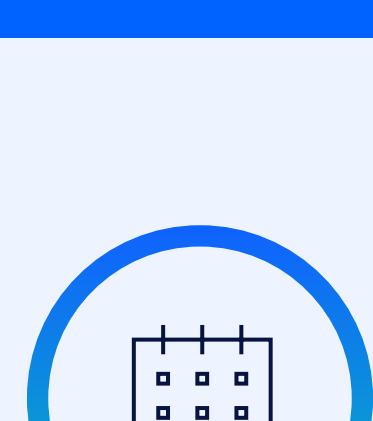
The financial institution must put in the time and effort to perform periodic diligence on the FinTech to ensure compliance and security checks are still being met. This needs to be done for every third party.

Outcomes

- Faster time to onboard
- Lower costs—dollars and resources
- Faster time to revenue

Next steps

Find out how IBM Cloud for Financial Services™ can enable your financial organization to deliver the enhanced customer experience you need to drive your competitive advantage.



Schedule a conversation with one of our IBM Garage consultants to discuss your business needs and how we can help.

Learn more about [IBM Cloud for Financial Services™](#).

