Aligning Technology & Data to Advance Your Mission

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Who is STI....

Core Banking Software Reimagined

STI’s Enterprise Core Banking Solution is unlike anything you’ve experienced before: a customizable, cost-effective platform that guarantees more up-time, better service and ease of functionality – all with a single data source and view that allows real-time access to data for both you and your customers.

Enterprise Core Solution

API/Interfaces to Third Parties

Banking Analytics (NEW)
Without accurate and well maintained data sources to inform the leadership – the knowledge necessary to drive the strategic vision is a “hypothesis”.

**Analytics Lifecycle…From Data to Knowledge**

- **Data**
  - Data is simply a set of values; by itself, not very interesting or useful.

- **Information**
  - Information is conveyed or represented by a particular arrangement or sequence of data.

- **Knowledge**
  - Knowledge is a familiarity, awareness and understanding of someone or something, such as facts, information, descriptions, or skills, which is acquired through experience or education by perceiving, discovering or learning.
Blending multiple data-sources into insightful and actionable output is the key to an effective Analytics program – no single source is complete.

The power of data analytics comes from the combination of disparate data sources to create competitive and/or strategic insights to differentiate the business.
How to approach a Business Need...

1. Describe in your own words what Business Question you are attempting to answer...
2. Who are the primary users of this data?
3. Do these users have reports today which attempt to answer this Business Question?
4. If yes, to question #3 – provide sample report.
5. Once you have this data what are the logical actions you will take...
6. How often do you need this information?
7. How much history do you need for this information to be relevant?
8. What is the level of need for the request??
   - Urgent: Immediate impacts to the performance of the business – High risk
   - Important: Does not impact day to day operations; however, key business drivers
   - Interesting: It might impact the business in some way, but not sure how yet. (gut feel)
9. What are the key parameters or business rules associated with this request?
10. Additional information which is relevant to the Business Question...
## FINASTRA FACTS

### FOOTPRINT
- ~10,700+ employees
- ~70 offices

### PRODUCT AND SERVICE OFFERINGS
- Retail Banking
- Transaction Banking
- Lending
- Treasury and Capital Markets
- Payments

### INTERNATIONAL REACH
- Present in 130 Countries
- % of FY18 Total Revenue:
  - Europe: 24%
  - Americas: 62%
  - APAC: 7%
  - MEA: 7%

### UNMATCHED SCALE AND PROFITABILITY
- $2bn revenue\(^1\)
- $622.5m cash flow from operations
- $673.8m EBITDA\(^2\)

### DIVERSE, LOYAL CUSTOMER BASE
- ~9,000 clients
- 90 of the world’s top 100 banks by asset size\(^3\)
- >90% retention rate

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Notes:  
\(^1\) Subscription adjusted revenue for FY18  
\(^2\) Earnings before interest, tax, depreciation and amortization  
\(^3\) Source: Bureau Van Dijk July 2016
OUR PLATFORM
CONNECTING BANKS, FINTECHS AND INNOVATORS

FusionCreator
Create applications in low-code environment

FusionOperate
Deploy and manage applications on Microsoft Azure

FusionStore
Consume and monetize applications

Core systems accessible through public REST APIs
- US Retail Banking
- Retail Banking
- Corporate Banking
- Payments
- Treasury & Capital Markets
- Core Systems or Technology

FINASTRA CORE SYSTEMS

3rd PARTY

CREATORS
Fintechs, Banks, ISV's, Universities

CONSUMERS
Banks and FI's
Accelerate. Innovate.

An introduction to AdapticAI
About AdapticAI

We are a boutique consulting agency focused on one thing: increasing Return on AI.

AdapticAI works with companies to accelerate business results by improving their AI, teams, and processes. We do this through evaluation, training, and consulting with our clients.
What we do

*Our work takes the following forms:*

**STRATEGY**
Strategy, assessments and plans to improve business results and increase efficiency, effectiveness & governance.

**TRAINING**
Education on data science acceleration, and how to effectively use a DSP

**SOLUTIONS**
Helping businesses utilize the full potential of AI including next best action, governance, DSP tools and other implementations.

**STAFFING**
Augmenting existing data science teams with the right team members.
We have developed the Adaptic Acceleration Model™ that helps organizations understand where they are in the AI journey and what needs to happen to accelerate getting better business results out of AI initiatives.
At each stage in the Acceleration Model, we use specific categories to analyze and assess an organization's capabilities. Thus, we measure acceleration across the entire organization, using 8 dimensions.
Next Best Action Approach

Delivering personalized engagements.

The right message, to the right customer, in the right channel, at the right moment. Every time!
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