

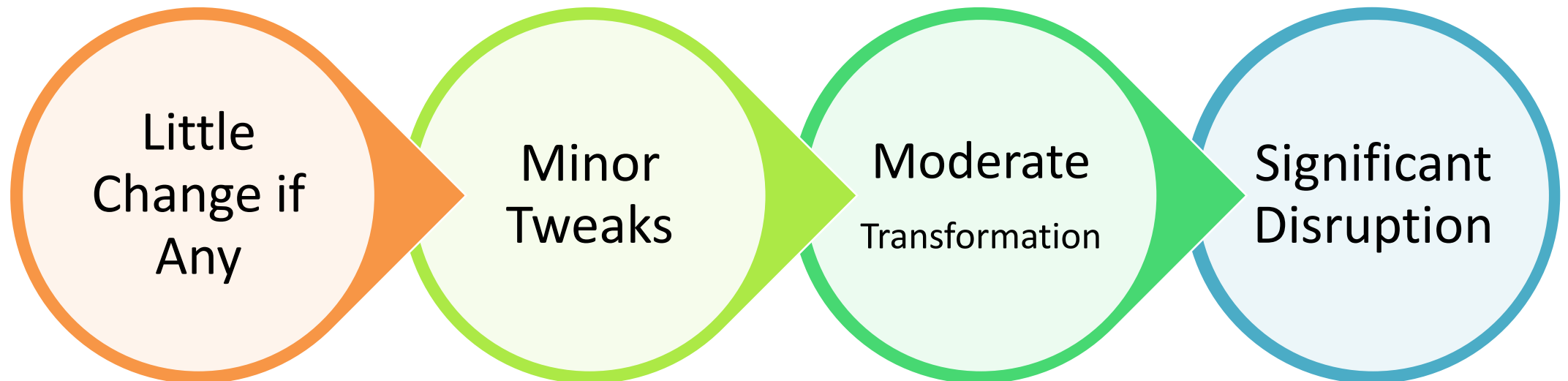
BankWorx

Financial Services Technology...

"It's about time."



Community Banking Model – Next 5-10 Years



BankWorx

- Long history in the banking software arena.
- Increasingly frustrated with the lack of innovation in banking. Any creative product had to fit inside the highly restrictive world of pre-internet core systems, regulations, batch transactions, etc.
- About 3 years ago, we began trying to find ways to dedicate resources to rethinking banking and financial technology.
- BankWorx is the result. Staff of 3-4 and advisory board of 5 focused exclusively on re-thinking what banking would be like if we built it from scratch today.

BankWorx - Thesis

- What if the Community Banking business really is in jeopardy?
Weak payments/txns, new software/service models, mobile payments, cryptos, and their blockchains, new lending solutions, reliance on fee income, etc.
- Let's tear it down and rebuilt it. Don't risk it all, but invest enough that we can see the path forward before a radical shift surprises us.
- BankWorx
 - S61 – Replace 'the core'
 - E61/D61 – Efficiency / Data
 - P61 – the FI Business Model





BankWorx: *Financial Services Technology... From the Customer's Perspective*