Finastra Capabilities
“As a private company, Synechron has made a commitment to provide cutting-edge, end-to-end services in Business Consulting, Technology and Digital services to the financial services industry. This allows us to have a unique agility, enabling us to continuously deliver high-end, innovative service to our clients in a rapidly-changing environment. In recent years, our work in Blockchain and Artificial Intelligence have earned tremendous industry accolades and recognition, as we’ve steadily deployed transformative AI solutions and engaged in over a dozen Blockchain projects across the globe.

Our global Systems Integration practice is renowned for our industry-leading support of complex financial services trading technologies across the front, middle, and back office that require both domain and technical knowledge.

After years of systems integration experience with Finastra products, we entered into a formal partnership. Finastra’s deep portfolio, strong global presence and open and componentized software inspired us to join hands. Perhaps most important was our shared vision to develop innovative, robust solutions for our shared clients in banking and the capital markets – and Finastra’s open architecture makes this vision possible.

With 18 global offices, including in financial hubs such as New York, Singapore, London and Paris and a delivery center in Serbia, we are well positioned to service Finastra’s global clientele. Additionally, our mixed-shore development approach provides our clients with maximum availability and service flexibility. We are excited to work with such a dynamic and expansive set of products, and look forward to delivering powerful, innovative, and transformative solutions for our clients.”

Laurent Pedo
Finastra Practice Head
Synechron | Core Service Offerings

One of the fastest-growing Digital, Business Consulting & Technology services firms.

Synechron is a global consulting and technology organization providing innovative solutions to the financial services industry through its three main business focus areas: Digital, Business Consulting, and Technology.

Our Focus Area - The Power of 3

Digital
The digital landscape is always a moving target. We can help you stay ahead of the curve with the best creative minds in everything from strategy to UX, to marketing science, and development.

- Blockchain
- Artificial Intelligence & Machine Learning
- Research & Strategy
- Digital & Branch Transformation
- Experience & Interaction Design
- Development
- Analytics & Post Deployment Support

Business Consulting
We engineer solutions and services designed to meet rapidly changing, and constantly evolving markets.

- Strategy & Operations
- Digital Banking
- Finance & Risk
- Financial Crime
- Regulations
- Data Management & Governance

Technology
Leverage our systems integration experience and methodologies to assure a successful outcome every time.

- Systems Integration
- Enterprise Architecture & Strategy
- Application Development & Maintenance
- Quality Assurance
- Infrastructure Management
- Data & Analytics
- Cloud Computing
FinLabs - Igniting Digital Innovation

In today’s digital world, financial institutions face a real threat from disruptive new technologies. But these technologies also present a tangible opportunity. Synechron is dedicated to leading our clients into the next generation of financial services, and to do so, we have made a significant investment in digital innovation.

We now have eleven FinLabs around the globe, to enable our clients to become fully immersed in the wealth of new technology available. Clients can actually touch and feel the latest digital technologies and be energized and inspired to develop transformative solutions. Visitors can do everything from role-playing the customer journey through a typical digital engagement scenario in order to understand the impact of beacons, drones, biometric authentication and virtual reality, to prototyping around new technologies like blockchain. This allows them to deploy new technologies more quickly to solve critical business issues and make better decisions with faster insights.

Unlike other innovation labs and accelerators that bring together industry participants to discuss theoretical ideas, FinLabs is more than just a collaborative space. We listened to clients’ feedback that current industry proofs of concepts (POCs) are weak or have trivial objectives and thought about how to create something better.

FinLabs acts as an innovation hub — allowing our clients to reap the benefits of Synechron’s digital R&D investment and scale transformative ideas with access to the brightest minds using cutting-edge technology. Synechron combines the “Power of 3” — business process knowledge, digital design, and core technology delivery excellence — to drive transformative solutions.
Finastra Practice Overview

The result of a merger between financial technology giants Misys and D+H, Finastra is the world's third-largest fintech company as of 2018. Finastra provides mission-critical solutions for financial institutions, offering a unique componentized, open architecture that enables client innovation. Whether your interest is retail banking, transaction banking, lending, or treasury and capital markets, Synechron can help you get the most out of Finastra's technology.

As a Finastra InFusion Premier Select Partner with a global reach and over a decade of hands-on Finastra experience, Synechron is prepared to extend our financial services expertise and innovative approach to help you implement, migrate, upgrade, and optimize your Finastra solutions.

Synechron Systems Integration provides:

- **Seamless Implementation:** Deploy your Finastra solution without interrupting business operations
- **Reduced Cost of Ownership:** Cost-effective application management and support with our mix-shore approach
- **Maximize Effectiveness:** Deep product and industry knowledge enables our team to optimize Finastra products to meet our clients' specific needs and requirements
- **Minimize Risk:** Our Quality Assurance expertise and rich consulting experience across a broad scope of financial services operations helps us reduce our clients' risk and regulatory exposure
- **Innovation Integration:** Integrate emerging technologies such as Blockchain and Artificial Intelligence to improve operational efficiency, expand capabilities and reduce risk
Synechron’s Systems Integration Capabilities

Synechron’s Systems Integration practice has extensive experience delivering rich, end-to-end services across the world, supported by our 18 global offices. From implementation and migration through maintenance and customization, our deep Systems Integration experience is enhanced through financially-focused Business Consulting, Technology and Digital services, enabling Synechron to optimize your Finastra solutions and maximize the return on investment. Our services include Managed Services, Testing Factory, Business Consulting & Project Management, and Training.

Managed Services

- Predefined scope with explicit KPIs and challenging deadlines utilizing a dedicated team
- Multi-platform “Run the Bank” capacity
- Mixshore approach, "where applicable"

Business Consulting & Project Management

- End-to-end project delivery for projects ranging from short-term to long-term, multiyear initiatives
- Examples of engagement include: greenfield implementation, system upgrades, system health checks, audit and recommendation, workflow review, etc.

Testing Factory

- Design, track, and manage test cases and runs
- Define acceptance criteria and fine-tune systems to achieve acceptance
- Continuous testing utilizing an automated UI testing tool

Training

- Standard or tailor-made courses
- Customized courses for End-users, Business Analysts, and Developers
Finastra Core Service Offerings

Synechron’s Finastra practice works across Finastra’s five core banking and financial services offerings:

We are a Finastra Premier Select Partner for the FusionCapital and FusionBanking product suites where we support Summit, Sophis, LoanIQ and TI+ as part of the partnership and have strong experience working on client-driven use cases for Finastra’s other key products including Kondor+ and Opics.

In addition, we work with Finastra to deliver our mutual clients innovative solutions using the latest technologies developed in our Financial Innovation Labs (FinLabs) and will continue to add to the list of products we support.

Capital Markets

With deep domain expertise, Synechron offers clients design and development experience, across front-, middle-, and back-offices, across all asset classes, throughout the trade life-cycle. Additionally, risk and regulatory compliance experts work to mitigate potential financial or regulatory complications, and streamline and automate reporting for new and existing systems.

| Finastra Premier Select Partner: FusionCapital |
|-----------------|-----------------|
| Summit          | Sophis          |
| • Cross-asset coverage including: OTC derivatives, structured trading, vanilla and structured fixed income, treasury, exchange-traded derivatives | • Trading, risk management and operations solution across asset-classes |
| • Systematic Risk Management for market risk and credit risk | • Structured products support |
| • Risk aggregation view | • Real-time position monitoring and P&L calculations |
| • Collateral and margin management | • Market Risk analytics |
| • Workflow automation | • Value at Risk calculations |
| • Central counterparty clearing | • Comprehensive reporting |
| • Cross-asset accounting | • Risk calculation and mitigation |
| | • Regulatory reporting for OTC derivatives |
| | • Confirmation and payments generation |
| | • Automated clearing |
Lending & Transaction Banking

Synechron provides clients with extensive experience in the Lending and Transaction Banking lines of business, providing front-to-back Systems Integration services for numerous clients, performing architectural assessments on existing systems, and developing Blockchain applications for Lending.

Deep Practice Experience: FusionCapital

<table>
<thead>
<tr>
<th>Kondor+</th>
<th>Opics</th>
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<tr>
<td>• FX and money market trading</td>
<td>• Cross-Asset, end-to-end Treasury Operations</td>
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<td>• Pre-trade analytics, simulation, real-time position keeping and P&amp;L</td>
<td>• Standardized cross-asset derivatives processing for position</td>
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<td>• Integrated structuring model</td>
<td>management, workflow, trade confirmation accounting and settlement</td>
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<td>• Global market risk simulation</td>
<td>• Configurable trader desktop</td>
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<td>• Out-of-the-box coverage for local market conventions for trading and</td>
<td>• Web-based, customer-facing FX portal</td>
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<td>settlements</td>
<td>• Middle-office portfolio simulations, hedging, optimization, portfolio</td>
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<td>• Front-to-back-office trade processing</td>
<td>management and backtesting</td>
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<td>• User-defined reporting</td>
<td>• Back-office workflow management</td>
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<td>• Automated confirmation management</td>
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<td>• Full, multi-entity, multi-currency GL</td>
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<td></td>
<td>• Transaction monitoring and position activity</td>
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Lending & Transaction Banking

Finastra Premier Select Partner: FusionBanking

<table>
<thead>
<tr>
<th>LoanIQ</th>
<th>TI+ and corporate channels</th>
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<tr>
<td>• Comprehensive lifecycle management for loans</td>
<td>• Trade &amp; Supply Chain Finance</td>
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<tr>
<td>• Real-time view of back-office transactions</td>
<td>• Core processing</td>
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<td>• Online client portal</td>
<td>• Comprehensive traditional trade instruments</td>
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<td>• Streamlined book running, document distribution and deal management</td>
<td>• Consolidated view of trade finance with configurable workflows</td>
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<td>• Straight-through-processing</td>
<td>• Global and regional processing</td>
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<td></td>
<td>• Customizable SLA Dashboard</td>
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<td>• Automation-enabled credit risk management tools</td>
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Despite being one of the oldest forms of banking, Trade Finance has gone largely unchanged by the numerous technology revolutions over the decades. For many, this process remains predominately manual, with banks using spreadsheets or systems developed in the 80s to track financing and guaranteeing a transfer of goods vs. payments. The annual SWIFT standard updates due in November 2018 and even more in November 2019 will see a substantial change for the industry with the massive modifications for MT7xx series that will undoubtedly have a significant impact for the day to day work for trade finance.

Banks operate on a broad spectrum of digital maturity, which will require vastly different degrees of architectural change from each bank to allow for the processing and scalability required by the messaging standards can be met. Given this, there is no one-size-fits-all approach. Those that are operating manually face significant architecture modernization while those operating on legacy Trade Finance platforms will need to work with their providers to assure that new messaging requirements can be met. More digitally-enabled business will have an easier time adhering to the new standards and are in a position to evaluate emerging technologies such as Blockchain as potential SWIFT replacements when more mature. What is true for all, is that the time to act is now.

**Act Now**

For those yet to begin initiatives to adhere to new SWIFT standards, the bad news is it may already be too late to ensure readiness in due time. For predominately manual banks, falling out of SWIFT compliance will require the addition of personnel to process all documents manually, which is cumbersome, error-prone and costly. Small and regional banks operating out of compliance may have to use services provided by larger banks to process these transactions, outsourcing their operational burden and eating into revenue as they adjust to new standards. Additionally, these banks could also face heavy competition from digitized banks who can deliver superior customer experience related to letter of credit issuances with faster payments so that customers don’t have to wait as long for funds to hit their accounts.

The good news, however, is that not only is it possible to catch up, but doing so would yield significant benefits. Treating SWIFT compliance and the modernization it requires with urgency will safeguard against larger and more digitally mature businesses as well as present new opportunities. In addition to improving the efficiency of transaction processing and minimizing the amount of processing needing to be insourced through major banks, a more digitally-enabled infrastructure would enable firms to engage in automation, improve platform integration, and have better risk insights. Compliance through modernization can place a bank in a position to be a market leader as others struggle to adapt.
Considerations for System Modernization

Vendor software is one way to work toward SWIFT compliance. Banks still relying on excel or legacy proprietary systems stand to benefit greatly from the implementation of cutting-edge systems catering to Trade Finance, such as Finastra’s FusionBanking Trade Innovation+, as a means to modernize the entire Trade Finance operation, expand functionality, and accelerate their compliance roadmap implementations.

For those that are already using software to manage their businesses, their focus may require software upgrades as well as working with their vendors to share their needs and requirements for new functionality needed to address these new standards. Even more digitally advanced banks may find that while they have the infrastructure to handle these changes, their software version is outdated. Thus, it is critical that banks perform an impact report to identify necessary updates and remaining gaps. Synechron applies its knowledge of SWIFT regulations, Trade Finance, and vendor solutions such as FusionBanking Trade Innovation+, to help banks identify gaps, update necessary systems, and prepare for regulation. When creating a modernization strategy, it is important to note that system implementation and upgrade projects can be a significant time investment, further emphasizing the need to act now.

Looking Forward

SWIFT compliance is critical in the short-term; however, it’s worth looking beyond SWIFT for the long-term. By acting as a driving force toward Trade Finance modernization, SWIFT has opened the door to firms embracing digital solutions capable of more than just delivering compliance, Straight-Through-Processing (STP) and payments. Some digitally-enabled banks are already exploring possibilities beyond SWIFT for the future, and could think about expanding existing Proof of Concepts (POCs) to achieve compliance for the short-term. Those currently engaging in modernization to reach compliance can be evaluating alternatives to include in a longer-term roadmap. Despite being the farthest behind, manual banks looking to invest heavily in the future have a cleaner entry to the digital space as they are uninhibited by legacy infrastructure.

One potentially-disruptive technology is Blockchain, which is uniquely capable of serving Trade Finance in new and exciting ways. Blockchain offers a decentralized database for all participants, allowing those across the network to create a single source of truth without the need to rely on a central authority. Data agreed upon across the Distributed Ledger Technology (DLT) underlying blockchain applications can then be advanced via a digital workflow based on “consensus” logic coded into smart contracts that will automatically execute when pre-specified terms and conditions are met. Ultimately, this results in executing a payment in a fraction of the steps and without involving a third-party.

Many banks are engaging in POCs to prove business cases such as how a Letter of Credit could be issued digitally using DLT with downstream workflows managed completely digitally using smart contracts and digital payments. Synechron’s Trade Finance Accelerator offers clients a means to jumpstart their Blockchain initiatives by enabling firms to use Synechron’s Trade Finance Accelerator as a foundation for a more expansive project. This Accelerator demonstrates how Blockchain can be used to create a connected, digital workflow of all participants (banks, suppliers and buyers, credit rating and shipping providers, etc.) resulting in reduced settlement times, risk and fraud mitigation, and lower processing costs. Understanding emerging technologies such as Blockchain will help firms avoid playing catch-up when the next Trade Finance revolution occurs.

The impending SWIFT changes in 2018 and 2019 will significantly alter the Trade Finance landscape. The importance cannot be overlooked as SWIFT’s changes are representative of a banking industry-wide shift towards more granular messaging requirements and the migration toward digital architecture. SWIFT Compliance should be prioritized not just to catch up to tail end of this movement, but to position for the future. With deadlines unattainable for firms yet to start considering the changes, it’s imperative that trading innovation system implementation and/or update initiatives begin immediately. Understanding the urgency to undergo these initiatives, Synechron is prepared to help expedite the update delivery process for all clients. Additionally, now is the time to consider digital alternatives to SWIFT such as Blockchain. SWIFT’s updates are an indication of broader trends, so rather than playing catch up the next time sweeping changes come around, be ready.
Finastra Practice Leadership

Laurent Pedo
Finastra Practice Head

Laurent joined Synechron following 20 years at Misys, where he served as COO. Based out of Synechron’s Paris office, he brings both an immense knowledge of Finastra products and a deep expertise in the Buy-Side, Transaction Banking, Core Banking and Syndicated Lending to the Systems Integration team.

Novesh Khobrekar
Test Automation Architect, LoanIQ SME

Novesh applies Test Automation expertise to extensive experience with Finastra products, serving as a LoanIQ subject matter expert (SME) for a major bank and leading numerous LoanIQ and Opics projects at major financial institutions. Additionally, Novesh provides expertise in Selenium, Java and Python and has experience working on RPA and Data Analytics projects. He first joined Synechron in 2007, having previously worked at Cybage Software, an IT consulting firm. Novesh received his education from Goa University.

Sebastien Avot
Alliances Director

Based out of Paris, Sebastien is a Director in Synechron’s Systems Integration practice, overseeing Alliances & Strategic Partnerships as well as Business Intelligence. Prior to his current role, Sebastien spent 12 years in business development management, joining in 2004 to head a London practice, transitioning to managing international new business in 2010, and in 2013 co-leading Swiss business development for Synechron. He is now fully dedicated in his Alliances Director role. He received in 1997 his ESB/CESEM double degree from NEOMA (Reims Management School - France) and from Fachhochschule Reutlingen (Germany).

Jamie Gallagher
Managing Director, Systems Integration Services

Jamie is a Managing Director in Synechron’s Systems Integration practice based out of London working with some of Synechron’s leading partners including Murex, Finastra and Calypso. He co-founded Cityfront Group in 2012, the global business and technology consultancy dedicated to the financial markets sector, which was acquired by Synechron in 2016. The company specialized in providing a wide range of services which include designing business & technical architecture, implementation of trading technologies and application management. Prior to that he spent over a decade at the outsourcing firm Expotel (a Capita owned company) focused on Sales, Account Management, Operations and Finance, which has allowed him to bring a strong commercial strategy to the group.

Johann Doassans
Managing Director, Systems Integration Services

Johann is a Managing Director in Synechron’s Systems Integration practice working with some of Synechron’s leading partners including Murex, Finastra and Calypso. He co-founded Cityfront Group in 2012, the global business and technology consultancy dedicated to the financial markets sector, which was acquired by Synechron in 2016. The company specialized in providing a wide range of services which include designing business & technical architecture, implementation of trading technologies and application management. He received his education from ESUP Rennes.