

Member Advocacy Programme

Hans Tesselaar,
Executive Director BIAN





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Value add for BIAN Members



Member's engagement



PR and Marketing Overview

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Value Add for BIAN Members / **Not available for Non-Members**

Become part of a top financial services network consist out of major banks and vendors of all geographic regions

Participation in BIAN Special Project like Open API's & Coreless Banking

Be regarded as an IT frontrunner in the Industry (Image, Clients, Recruitment)

Unlimited access to;

- All material, published and not-published via the BIAN Members Collaboration Environment
- Support and guidance by BIAN Staff
- All BIAN Meetings at no additional costs
- All BIAN working Groups with the number of participants you chose
- BIAN Interactive on-line training at no additional costs
- Direct access to your peers in de industry;
 - Enterprise Architect from major Banks and Vendors
 - Solution Architects from major Banks and Vendors
 - Analysts like Forrester and Gartner

BIAN Repository BizzDesign by a Archimate and UML gateway (HTML for non-members)

Additional Press and PR exposure (see next slides)

Promoting your BIAN membership will position your financial organization as:

- Being forward-looking and taking a leadership position on a new technology approach to bank architecture
- Being a technology innovator
- Being cost-conscious and proactively collaborating with the industry to reduce non-value add IT costs



PR & marketing Overview



If you would like to promote your BIAN membership to media, be that IT, financial technology, business or regional media, we can support this through our PR agency




Become a partner in our worldwide ecosystem

Achievements

Home Management Marketing Finance Technology Cyber Security Reports Events Video

Video // Banking Finance Video
Innovation means thinking Customers first, then Business, then Technology. But you can't do it alone. Global collaboration is the key success factor.

INDUSTRY VIEW
16 May 2017



Hans Tesselar, Executive Director, BIAN

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- Marketers need to become data experts
- The future of mobile payments in the money transfer industry
- Heathrow Express

Open APIs and Standardization – why bother

The regulators are hoping that opening up bank's data to FinTech start up companies will boost competition in the sector – enabling these newcomers to create innovative new services, based on top of the bank's data. For example, with access to this banking technology, developers could build innovative use-friendly apps that allow consumers to manage their spending and directly link to their bank accounts. It is thought that the initiative will also lead to banking comparison sites, such as those that are popular in the insurance industry.

This will undoubtedly increase competition for traditional banks. FinTech enterprises have already shown a distinct ability to innovate faster than established players, due to their flexible technology frameworks. What they've lacked is the vast customer data that banks have access to. Granting FinTechs with access to this data will boost their innovation.

MAGAZINE

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BIAN ISSUE NEW API GUIDELINES TO SUPPORT GLOBAL OPEN BANKING DRIVE

© FEB 27, 2018

Organisation publishes updated banking innovation model for 2018, Service Landscape 6.0

Independent not-for-profit association, The Banking Industry Architecture Network (BIAN) today released an updated version of its standardised global IT architecture model. Titled, Service Landscape 6.0, the model contains definitions for 26 new types of semantic API, with the goal of providing a common "Customer Offer for Consumer Loan", providing banks with a common language and a community with consistent guidelines.

GLOBAL BANKING & Finance review

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Building the Perfect Bank

BIAN is trying to create a new Architecture Service Landscape 6.0 major point.

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am Main, Germany | 672 views

Opening up APIs in Islamic banks – is it achievable?

Across European banks currently, PSD2 is one of the most hotly discussed topics. The acronym refers to the revised version of the Payment Services Directive. Among a number of rules under the new regulation, banks in the region will be obliged to provide third parties, including fintechs, with access to customer account data via application program interfaces (APIs). HANS TESSELAAR delves further.

in this area and have a much lower customer penetration in digital services compared to conventional banks.

By opening up APIs, there is a huge opportunity for Islamic banks to embrace digital partners from overseas to help speed up innovation. But when it comes to integrating technologies, Islamic banks are faced with the same issues as other banks from developed countries.

While the specific banking codes of practice may differ between Shariah-driven banks and other global institutions, in order to work together on a global scale, a globally standardized technology solution is key.

What does this mean in practice?

Hans Tesselar is the executive director of the Banking Industry Architecture Network (BIAN). He can be contacted at hans.tesselar@bian.org.

ING Turns to BIAN Standards To Core Banking Systems

Continued from page 1

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“Traditionally, banks (and other types of firms) have used an application-centric approach to developing IT solutions to business problems. This has resulted in a very large number of IT applications, each supporting some subset of business functions.

banking technology

HOME NEWS MAGAZINE RESOURCES DIRECTORY SIBOS


BIAN adds business scenarios to banking IT standards

8 April, 2014 Written by David Bannister

The Banking Industry Architecture Network has released a new version of its industry standard framework containing more than 180 business scenarios for banks.

BIAN is a consortium of banks, banking software developers and service providers that have been working since 2008 to standardise aspects of banking IT systems.

To date it has identified 280 unique business capabilities, which it calls Service Domains. The new version of the framework, Service Landscape 3.0, identifies how these Service Domains interact in real-life business scenarios. More than 100 new business scenarios have been added to the reference structure, including back-office, front-office and customer-facing scenarios.



Tesselar: soaring banking technology could help financial institutions back to work.

BIAN is Announcing the Content of its API ready release to Boost Banking Cloud Development

Home News

BIAN is Announcing the Content of its API ready release to Boost Banking Cloud Development

Senior bank architect joins BIAN board to support future proofing of banks

BIAN, the member organization enabling collaboration between banks, tech entities and academics, is today launching its latest release of its service landscape.

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COLLABORATION BETWEEN BANKS AND FINTECHS FOR AN IMPROVED FINANCIAL FUTURE

© OCT 27, 2015

Hans Tesselar, executive director BIAN

The Banking Industry Architecture Network (BIAN) was formed in 2008 in response to the significant issues arising from the global economic crisis and the increasingly destructive weight of the global financial system. BIAN is a not-for-profit association comprised of banks, technology experts and academic partners, and has since worked to develop an internationally standardised architecture for banks across the globe.

Box of tricks

Competition gives way to collaboration as BIAN opens up a sandbox full of API toys for the world's **FiS**. Executive Director **Hans Tesselaar** explains



the API Exchange's launch. "At Sibos, we were capable of showing 67 pre-built API microservices. Those APIs are available for the industry to download and use. After Sibos, we added an additional 22, so it's now 89 APIs in total." Built in partnership with tech solution provider Virtusa xLabs and based on Micro

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FS^{tech}

waterstechnology

- Technology
- Data Management
- Trading Tools
- Regulation
- Operations
- Management & Strategy
- Innova

BIAN to Add Wholesale Banking APIs

The association will add new APIs based on the demand and feedback of its members.

Established 1995

LATEST NEWS

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civica digital We're with you at every step of your digital civica.com/digital

BIAN launches API Exchange

The Banking Industry Architecture Network (BIAN) has announced the launch of its API Exchange, an online digital library containing over 65 standardised Application Programming Interface definitions.

The definitions should help to reduce the complexity of building and delivering Open Banking capabilities, providing clear guidance on how to implement, innovative and intuitive digital services across both back-end and customer facing functions.

The independent not-for-profit standards association also stated that this will allow banks to react to the limitations with modernising legacy technology and changing customer expectations more quickly, with less cost.

APIs are critical building blocks for banks, allowing them to simplify the process of adding innovative technology, and improve the overall efficiency of the business. However, archaic and convoluted banking IT architecture is a major barrier for banks, making it difficult to categorise disparate core IT systems into clear business functions, according to BIAN.

PSD2 and the banking

The advent of PSD2 access to data



How Open Banking will blow core systems out of the water

26 February 2018 | 31184 views | 13



Banks operating on legacy architecture will find it increasingly difficult to compete in an API-driven business environment, says Hans Tesselaar, executive director at BIAN.

BIAN serious about bank integration in the Open Banking API universe

Sibos 2018: BIAN launches digital API Exchange

By Lindsay James on 23 October 2018



API DEVELOPMENT WILL FOCUS ON MICROSERVICES
HANS TESSELAAR, EXECUTIVE DIRECTOR, BIAN
 At the start of 2018, lots of noise was made around the possible use of APIs in retail banks, ignited in the UK by the government-backed Open Banking initiative. Fast forward to today, and APIs have become a well-known phenomenon, as the traditional financial services industry grows more aware of how they can allow for the modernisation of the legacy banking processes that have been preventing innovation, in a more effective way. With the rise of HSBC's Connected application, the industry and nation has now had a taste of what happens when APIs are implemented in the traditional banking space. The next phase of API development will focus on micro-services - API-first banking capabilities that run independently from core banking systems. Micro-services will set banks up to facilitate a 'pick-and-mix' approach to their offerings, allowing them to be more aligned to their customer base. In time, such a model could renew the core banking system and change the banking IT function forever.

January 2019 | Retail Banker Intern



API-equipped banks put pressure on technology vendors

By Alex Hamilton | 10 January 2019

Technology vendors need to support the adoption of microservices or risk banks pivoting to a model of self-sufficiency, according to Hans Tesselaar, executive director at BIAN

BIAN updates guidelines to encourage API development

The Banking Industry Architecture Network (BIAN) has updated its global IT architecture model. Service Landscape 6.0 (SL6.0) includes definitions for 26 new types of API. SL6.0 adds API identifiers like Execute Customer Onboarding and "Customer Offer for Consumer Loan", which it claims will provide banks and developers with "consistent guidelines" for creating and implementing APIs. BIAN stated that the new guidelines will create instant benefit for customers following the implementation of Open Banking rules in January. It added that development costs will be reduced, making it easier for banks to create new services. "The updates in SL 6.0 will be important in helping the financial industry to get on the front foot of innovation and deliver better services to our customers," said Hans Tesselaar, executive director of BIAN. "As the EU banking environment evolves, it is likely other countries will follow suit." Steve Van Wyk, executive vice president and head of critical technologies such as BIAN compliant APIs, said the updates will speed up industry innovation, and help the Banking Industry Architecture Network (BIAN) to become a global open banking library of free API definitions, a common repository to store API data or source code.

An open, flexible, cloud-exchange platform is the key to API integration
 The key to helping banks implement APIs in line with best practice, is to use an open platform which provides access to an API repository. The platform should facilitate the sharing of APIs, while also building a member community around it to enable users to share implementation and integration knowledge and foster a collaborative approach to industry innovation. It should also consist of an online library of free API definitions, a common repository to store API data or source code.

What is Open Banking and how does it impact accountants?

We speak to Hans Tesselaar from BIAN about what Open Banking actually is and why accountants should keep abreast of it





Future of Finance

What does the Future of Finance hold?

The development of Open Banking over the last few years... (text continues)

FS^{tech}

American Express to launch Open Banking payments

"Fast, efficient, and reliable."

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BIAN LAUNCHES CORELESS BANKING INITIATIVE

September 23rd, 2019 | FS^{tech}, Industry News

The Banking Industry Architecture Network (BIAN) is partnering with six major banks – including JPMorgan Chase, Wells Fargo and Bangkok Bank – to trial a coreless banking infrastructure.

BIAN: Launched its Coreless Bank initiative

Technical Innovator - September 25, 2019

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BIAN Banking Industry Architecture Network

Search from 300 Comprehensive FinTech System, Supplier, Country Research Reports & Case Studies

BIAN to launch Coreless Banking initiative with global banks

Germany-based Banking Industry Architecture Network (BIAN), a non-profit standards organization has announced its plans to launch a platform for collaborating with leading software vendors on developing a future-proof, regulatory-compliant and compatible banking infrastructure based on BIAN micro-services.

Chairman of the BIAN Board, said, "In an open banking world, technology and play functionality, bank network traffic.

IBSI Announces New Strategic Initiatives

IBS Journal now starts

Financial IT

Innovations in FinTech

NICE ACTIMIZE

Financial Crime and Compliance Survey – 2019

Are inefficiencies increasing your cost of risk and compliance?

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BIAN LAUNCHES 'CORELESS BANK' INITIATIVE WITH 6 MAJOR GLOBAL BANKS

23.09.2019 01:20 pm

Banking

The independent not-for-profit standards association, BIAN (Banking Industry Architecture Network), today launched its 'Coreless Bank' initiative.

The initiative, spearheaded by a leading association of banks, solution providers and academic institutions, will provide a platform for banks to collaborate with leading software vendors on developing a future-proof, regulatory-compliant and universally compatible banking infrastructure based on BIAN micro-services. 11 BIAN member banks are currently participating in the initiative at a pilot stage, including PNC, Citi, Wells Fargo, JPMorgan Chase, Bangkok Bank, CIBC, Finxact and Zafin.

The Coreless Bank initiative aims to promote a more efficient and effective approach to modernising banking infrastructure, which will be easier for banks to source and adopt new business services, and allow for faster, more cost-effective development of new products and services.

BIAN takes aim at core banking modernisation with new initiative

Written by Alex Hamilton | 24th September 2019

many-based Banking Industry Architecture Network (BIAN) has launched its Coreless Bank initiative, which aims to provide a "more efficient and effective" approach to modernising core banking infrastructure.

of BIAN members have joined the project, including Wells Fargo, Citi, JP Morgan Chase, and CIBC.

between initiative partners will make it easier to source and adopt new business services and will help to modernise core infrastructure.

options for

BankingTech

Retail banks must be team players

Written by FinTech Futures | 20th August 2019

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Interoperability enables innovation

To optimise the benefits of cloud and AI, banks need to make sure new and existing technologies work efficiently together.

"AI is taking hold across many areas of the retail banking ecosystem," says Hans Josselaar, executive director at the Banking Industry Architecture Network (BIAN). "One of the ways we see AI being used is to improve compliance and security in payments through the automation of KYC and AML processes. In these areas, AI would

BIAN

Written by Alex Hamilton | 24th September 2019

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options for

Analysts View on BIAN

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BIAN Takes A Big Step Toward The Promise Of Standard Banking APIs

But This Is Just The First Step On A Long Journey

by Jost Hoppermann
October 24, 2018

Why Read This Report

One of the key promises of the Banking Industry Architecture Network (BIAN) is to deliver broad, rich API standards for the banking industry. Banks need unambiguous, executable banking API specifications that can become true standards. Application development and delivery (AD&D) professionals at banks should read this brief to understand the impact of BIAN's API announcements at SIBOS 2018.

Key Takeaways

BIAN Has Delivered Support Business Architecture
Until recently, BIAN offered only a limited landscape with more than 300 service definitions and 2,000 service definitions.

Banks Need Easy-To-Use API Specifications
Banks need clear, executable banking API specifications that will (potentially) become true standards.

BIAN Has Now Delivered A First Version

October 24, 2018

FOR APPLICATION DEVELOPMENT & DELIVERY PROFESSIONALS
BIAN Takes A Big Step Toward The Promise Of Standard Banking APIs
But This Is Just The First Step On A Long Journey

BIAN Is Back In The Game

At Sibos 2018, BIAN announced its BIAN API Platform Sandbox version 1.³ Its announcement shows that BIAN could become the banking API authority, which was its aim when founded. What are the key elements of the SIBOS announcement and what do they mean?

- › **Version 1 will cover just over one-fifth of BIAN's service domains.** While this might not appear a huge accomplishment, in reality, it is. BIAN explained that version 1 provides API specifications covering 67 of the 300-plus service domains of BIAN Service Landscape 6.0.⁴ API documentation and code is available via a combination of the Microsoft-Azure-hosted BIAN portal and GitHub.⁵ AD&D teams not only have the much needed information at their fingertips but can use familiar tool sets, too.
- › **BIAN embraces standards and accepts collaboration.** Two approaches will help BIAN defend and enhance its relevance. First, BIAN has linked the first version of its API specification for 16 of the 67 service domains to ISO 20022 standards; this has the potential to move some of BIAN's specifications closer to being *de jure* standards. Second, while BIAN intends to cover the B2B, B2C, and A2A space, it anticipates interoperability scenarios with other B2B/B2C API specifications (see Figure 1). For example, AD&D professionals who already use Berlin Group specifications need neither change their plans nor abandon any potential BIAN-related activity.
- › **Future versions will be broader, but pricing remains unclear.** BIAN plans to continuously enhance the set of available API specifications so that it will ultimately cover nearly all applicable service domains. BIAN API Platform Sandbox version 1 will be free to both BIAN members and



Marketing opportunities



Become a sponsor/host of one of our physical- or virtual- open days or member meetings



Promote your BIAN membership on your corporate website / intranet

We can prepare some copy about BIAN, why you are a member, and why this is of benefit to the industry, for your website / intranet



Promote your BIAN membership in your internal communications / publications

We can prepare some copy about BIAN, why you are a member, and why this is of benefit to the industry and your customers



Join BIAN's LinkedIn group (<http://www.linkedin.com/groups/Banking-Industry-Architecture-Network-BIAN-2098345>) and contribute to the discussions around Open API's and banking architecture



If there is a third-party event like OMG, Standards Forum, or Sibos, your organisation could represent BIAN in a panel discussion, workshop, keynote

PR Opportunities Overview



PR opportunities



For new members, press release announcing your membership with BIAN

Preparation of a press release, with any necessary translations, and distribution to banking, IT and regional media. We will provide a supporting quote from BIAN and will look to source a quote from an industry analyst, e.g. Gartner



By-line article

Preparation of a thought leadership article, examining how your financial institution is collaborating on SOA standards to drive innovation. We will secure placement in two publications, as well publishing on the BIAN website.



Case study

Preparation of a case study examining how your financial institution is working with BIAN to reduce IT costs and decrease the time to market of new products and services. We will secure placement in one publication, as well as being used on the BIAN website.



BIAN Meetings

Host or sponsor one of BIAN's Open Days or Member Meetings. This is great opportunity to showcase to the Industry how you are applying BIAN and how your customers will benefit.

PR Opportunities Overview (continued)



PR opportunities



Media interview

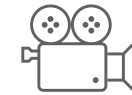
Secure and facilitate an interview with a banking, or IT trade journalist, to discuss how your organisation is collaborating on open standards.

Arrange joint-interviews for you with BIAN at industry events



Analyst interviews

Secure and facilitate an interview with a banking, or IT industry analyst, to discuss how your organization is driving innovation through open standards, e.g. with Forrester, Gartner, Aite Group etc.



Video

Film your CTO or head of innovation, discussing technology issues within retail banking and how your financial institution is driving innovation and efficiency through Industry standards collaboration. This video can be hosted on your website, pushed out via social channels and customer newsletters, as well as hosted on BIAN's website.



Blog posts

A blog post discussing how your organisation is collaborating on open standards. This will be placed on Finextra, LinkedIn and BankInnovation etc, as well as on the BIAN homepage.

BIAN Key Messages

To provide the world with the best banking architecture. To be the banking technology standard.

The Central objective is to support the banking business/clients with high performance and security.

One of the key objectives for IT in the banking industry are to **lower the IT and operational costs** of the bank and help banks mitigate the risks associated with technology innovation.

To provide a trusted roadmap for constant innovation. We create best practice architecture that the world's banks can rely upon 100%. To gather the best minds in banking architecture for the world to share in an open way.

By collaborating and sharing in an open way, the best expertise across our global ecosystem of **leading banks, technology providers, FinTech players, academics and consultants** to define a revolutionary banking technology framework that standardizes and simplifies the overall banking architecture.



Benefits: Premium versus Freemium

		MEMBER	NON-MEMBER
COMMUNITY	Consume software and standards Anyone in the community can use and provide feedback for our open source projects and standards	●	●
	Contribute to the BIAN Standard Members and non-members are encouraged to get engaged and contribute	●	—
	Propose New Programs Any member can propose ideas for new programs or working groups	●	—
	Approve and Steer Programs The Board approves new programs driving the Foundation direction	●	—
NETWORK	Foundation Corporate Governance Board and Members meet annually to drive the strategy of the community	●	—
	Program Promotion & Thought Leadership We work with our Community to promote standards adoption and produce thought leadership content	●	●
	Strategy Advisory Free attendance and additional member perks at our annual conference.	●	—
	BIAN Introduction Days Meet-ups open to the entire community focused on specific topics	●	●
	Member Meetings, Resources and Events Member only events with market leaders including shared networking and workgroup meetings	●	—
BIAN SERVICES **	Open Developer API Platform Our Open API Sandbox environment is open for all contributions	●	●
	BIAN Architect Certification Program Access to training and certification program and supporting materials	●	●
	Project Startup and Support * Mentor and advisory services to our members as they consider to use the BIAN Models in their Architectural environment to ensure the projects succeed.	●	—
	General Assembly Meeting All members have voting rights, 1 member 1 vote, due = ring our annual general assembly regarding Board Elections, Budget, Strategy and so on	●	—
	Roundtables, Training, Workshops * SMEs from BIAN and member firms provide custom training and workshops on a range of topics	●	—

* With limitations

** Some are paid services

Annual Membership Fees

- Large Software / Tech vendors / Integrators (250 employees or more)
 - EUR 30.000,-
- Banks / FI's that are not vendors
 - EUR 20.000,-
- Mid-Size Software / Tech vendors / Integrators (less than 250 employees)
 - EUR 10.000,-
- Federal Banks / Central Banks
 - EUR 10.000,-
- Small Software / Tech vendors / Integrators / FinTech's (less than 50 employees)
 - EUR 5.000,-
- Academic Partners
 - EUR 0,-



Don't hesitate to contact us!



If you would like to discuss any of the possibilities in more detail, please contact:

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Or Visit

www.bian.org

Thank you