FINOS, the catalyst for Open Source in the Financial Services industry

May 2021
Drive a worldwide community to collaborate in the open (source, standards, services, policies) to accelerate innovation and optimization in financial services technology and workflows.
The Fintech Open Source Foundation (FINOS) is an independent, non-profit membership organization whose purpose is to accelerate collaboration and innovation in financial services through the adoption of Open Source software, standards and best practices.

Over 40 member organizations and 300+ contributors collaborate to develop software, deliver standards and drive collaboration in the open.

FINOS also runs an Open Source Readiness initiative to help financial firms adopt best-practice policies, processes, and technology for open source compliance.

FINOS co-hosts the Open Source Strategy Forum with the Linux Foundation, the only Open Source conference solely focused on financial services and regulated industries.
FINOS Community by the Numbers

**PLATINUM**
- accenture
- Citi
- Goldman Sachs
- GitHub
- J.P. Morgan
- Morgan Stanley
- Nomura
- RBC
- UBS

**GOLD**
- Capital One
- HSBC
- IHS Markit
- Intel
- Red Hat
- REFINITIV
- SUSE
- SYMPHONY
- Tradeweb

**SILVER**
- Adaptive
- armory
- BNY Mellon
- Canonical
- Cloud 9
- CloudBees
- DataBricks
- Digital Asset
- diffblue
- Epam
- EGAR
- Genesis
- GitLab
- Glue42
- Itau
- ISDA
- InterWork Alliance
- Open UK

**ASSOCIATE**
- Air Alliance for Innovation Regulation
- CRTA
- ATR
- ISDA
- SIFMA
- Open UK

**FINOS Community by the Numbers**
- 17 Active Open Source Projects and SIGs
- 31 Incubating Open Source Projects and SIGs
- 350+ Contributors
- 45 Corporate and Associate Members

FINOS Fintech Open Source Foundation

[landscape.finos.org/](http://landscape.finos.org/)
[finos.org/members](http://finos.org/members)
Our goal: Enable Open Source in Financial Services

- Cost Savings
- Efficiency
- Financial Inclusion
- Talent
- Global Reach

Financial Institutions  Fintech Vendors  Regulators  Tech Firms
We help financial firms realize OSS benefits

- **Reduce** overall software TCO through mutualization
- **Improve** time-to-market and software quality
- **Attract and retain** talent from a broader pool
- **De-risk** software investments, reducing vendor lock-in and fostering internal and external reuse
- **Simplify** workflow integration and ecosystem interoperability
Complement, not compete

**100% focused on FinServ industry challenges**
vs. most open source Foundations being horizontal across industries

**Unique mix of FinServ Business & Tech leaders**
vs. most OSS Foundations led by and targeted to technologists

**An Open Source “first” approach**
vs. FSI industry consortia focusing on often abstract specs / policies

Our open source nature makes FINOS naturally complementary and collaborative with other organizations, via Associate Membership or as an upstream/downstream.
How FINOS enables Open Source in FinServ

**Mission**

**Core Objectives**

**Enablement**

**Member Success**
Support our Members to get increasing value from FINOS in line with their strategic objectives

**Project Success**
Grow contribution and adoption of our Projects to address common challenges in Financial Services.

**Special Interest Groups**

**Open Developer Platform**

**Transparent Community Governance**

**Open Source Readiness Project**
How FINOS & the “Open Source way” can support you

Open Source goes beyond just code:

- Fast & efficient response to client demands
- Concrete and transparent collaboration with regulators
- Fast iteration with peers on pan-industry challenges

### Strategic Value
- Open Source and the “platform play”
- Promote and influence de-facto industry standards
- Grow developer adoption on strategic projects and APIs
- Adopt Big Tech’s least kept secret

### Business Org Value
- Promote and influence de-facto industry standards
- Grow developer adoption on strategic projects and APIs
- Adopt Big Tech’s least kept secret

### Tech Org Value
- Recruit & Retain by enabling an increasingly efficient OSS workflow
- Increase Efficiency by mutualizing non-competitive tech (e.g. reg compliance)
- De-Risk Reduce vendor lock-in and obsolescence

**FINOS Landscape**
- Financial Objects
- Reference data
- Data modeling
- Frameworks
- Data visualization
- Open RegTech

**FINOS Open Source Readiness**
- Innersource
- Interoperability
- Cloud Compliance
How FINOS enables Project Success

Technical Infrastructure
- Open Developer Platform
- Security Scanning
- Migration support

Community
- Consumer and contributor growth
- Product management and marketing
- Events and Community awareness

Legal & Governance
- Neutrality
- Open Source Readiness
- IP Validation
- Transparent Governance

Business & Technical Value
Solving Industry-wide challenges
A Transparent, Robust and Flexible Governance

- FINOS hosts **40+ collaborative Open Source Software and Open Standards projects**
- The **FINOS Governance** provides a **robust framework** that enables **secure, compliant collaboration** in regulated industries
- FINOS policies and templates are **flexible** and can be tailored to projects’ need for autonomy
- A **meritocratic, governance-by-contribution** model enables transparent, independent operations under the oversight & steering of the FINOS Governing Board
- All FINOS Projects leverage the **Open Developer Platform**, and FINOS Focus Projects receive additional support from the **FINOS team**
FINOS Enablement Projects: Open Source Readiness

The purpose of the OSR Project is to accelerate our members' journeys toward Open Source Readiness

Financial services firms face unique obstacles to collaborate in the open:

- Legal & regulatory concerns
- Lack of internal policies
- Cultural friction
- Heavily restricted technology environments

We support financial services organizations every step of the way through our Open Source Readiness Project, providing guidance and tools for participants at every stage of Open Source maturity:

**Meetings**
The monthly OSR Meetings are open to participants at every stage of the open source journey. Each meeting focuses on a particular Open Source topic, introduced by a reading or presentation, followed by a discussion and "office hours" where members can raise issues and get answers.

**Resources**

- **Reference OS Policy**
  Template for a comprehensive open source software policy for a financial services institution, including sample provisions governing the acquisition and use of OSS, and contribution to OSS projects.

- **OS License Compliance Handbook**
  Reference guide to practical compliance information for the most common open source licenses. Great for engineers and compliance staff operationalizing compliance with third-party license.
FINOS Enablement Projects: ODP

The Open Developer Platform (ODP) project provides a collection of services, tools and best practices that deliver a secure and compliant collaboration and development workflow across all FINOS hosted projects.

ODP offers communication and collaboration tools compliant with financial institutions regulations.

ODP delivers a software development workflow with continuous legal, security, quality scanning.

For more information, visit odp.finos.org.
The Five Stages of Community Engagement

**EVALUATE**
What the Foundation offers the FinServ developer

**CONSUME**
The Foundation’s open source software and open standards

**PARTICIPATE**
In existing projects, Special Interest Groups (SIGs) or Events hosted by the Foundation

**CONTRIBUTE**
A new project to the Foundation

**LEAD**
An open source software or open standards project, or a Special Interest Group (SIG)

Value increases with deeper engagement. Engagement with FINOS projects is an iterative process.

Value Resulting from Leading

Value Resulting from Contribution

Value Resulting from Participation

Value Resulting from Consumption

Value Resulting from Evaluation

Value increases with deeper engagement.
The Open Fintech Landscape

The FINOS landscape highlights our many projects solving challenges across the financial services industry. Check back regularly as we continue to map the open fintech landscape.

Visit [landscape.finos.org](https://landscape.finos.org)

Contribute [github.com/finos/finos-landscape](https://github.com/finos/finos-landscape)
Why projects choose FINOS vs going it alone

### Technical Infrastructure & Tooling
FINOS handles not only Github/Gitlab set-up and maintenance but also provides CI/CD tooling (the Open Developer Platform) to accelerate compliant, secure developer commits and pull requests.

### Security Scanning
FINOS uses WhiteSource integration to scan repositories for CVEs coming from third-party dependencies, via GitHub Issues or via email.

### Migration
For projects not already open sourced, FINOS assists with the legal and technical inspection required to prepare a project code base to be open sourced under the Apache 2.0 license (the preferred license of the foundation).

### Community
#### Ready and Growing Community
Rather than build a developer community from scratch, FINOS projects plug into a vibrant community across over 30 Projects.

#### OSS Enabled Community
FINOS is trusted by the largest financial institutions to enable their developers to participate in open source projects in a compliant way.

### Legal & Governance
#### Neutrality
FINOS provides a neutral home and governance for industry standards and open source projects.

#### Open Source Readiness
Our Open Source Readiness (OSR) project supports your journey towards Open Source.

#### IP Validation
FINOS handles the licensing agreements with developers -- and our CI/CD tooling checks they are in place upon commit.

#### Governance
FINOS provides, monitors, and helps (gently) enforce "rules of the road" to foster community, promote contribution, and encourage meritocratic development based on quantity and quality of pull requests, not who shouts the loudest.

#### Product Management and Marketing Support
FINOS supports programs in their development of roadmaps and feature prioritization. FINOS also helps with promoting projects to both contributors and end-users including press releases, microsites, social media, webinars, and in person events.
After the “biggest” quarter in our history ...

Largest number of commits on record
(+40% over previous record)

Keep an eye on our COMMUNITY DASHBOARD at https://metrics.finos.org/goto/7adfc78f97c9aa712b191e69eba8fe91
...the FINOS Community has never been busier than in 2021

The FINOS Landscape keeps growing...

- 8 new Members (5 Silvers, 3 Associate)
- 3 new projects
- 3 new Special interest groups
- Started developing FDC3 training
- 3 new team hires to be completed in Q2 (stay tuned)

...and we’re getting some great recognition.

- Community Spotlight recognized 9 community participants & 2 community-initiated recognitions
- FINOS Slack channel introduced
- Good First Issues highlighted in newsletters
- Virtual Meetups 4 meetups including FINOS projects, members and APAC (+ OSR and InnerSource presentations)
- FINOS Podcast from 360 to almost 1,000 downloads in Q1 and moving up the rankings

FINOS Landscape keeps growing...

FINANCIAL OBJECTS
- Product Control Common Template
- Commodities Payout Terms

FINANCIAL OBJECTS
- InnerSource Special Interest Group
- SYMPHONY
- BDK JAVA
- FINS incubating
- FINOS Special Interest Group

Press Releases promoted new members and new Governing Board representatives
Speaking Opportunities FINOS team spoke at 5 external events in Q1
Awards Waters Women in Tech & Data Awards (Tosha); A-Team Innovation Highly Commended; Shortlisted FTF Software Solution of the Year
News Coverage remains strong and exploring ways to expand reach in key areas (tech, reg, mainstream...)

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FINOS Podcast from 360 to almost 1,000 downloads in Q1 and moving up the rankings
How can you engage with FINOS?

**CONSUME**
- landscape.finos.org
- finos.org/knowledge-base
- www.finos.org/get-involved
- twitter.com/finosfoundation

**CONTRIBUTE**
- Issues/PRs to FINOS Projects
- A new idea or existing Project
- Integrate Your Technology in ODP
- Host an event with FINOS
- Join a Project meeting or Mailing list

**BECOME A MEMBER**
- Join our current Members
- Join the Governing Board
- Enjoy Membership Benefits
Membership benefits and tiers

Contribute to accelerating open source in Financial Services
# How FINOS Delivers Value to its Members

FINOS members are **essential to the success of the Foundation** and are **instrumental in steering the direction** of open source in financial services. Our Members benefit from:

<table>
<thead>
<tr>
<th>Access and network</th>
<th>Standardization</th>
<th>OS Commoditization</th>
<th>Compliance-as-code</th>
<th>Cut technology TCO</th>
</tr>
</thead>
<tbody>
<tr>
<td>Access the Financial Services developer and decision maker community</td>
<td>Work with financial services customers <strong>once</strong> (in the open) instead of building customizations for every customer</td>
<td>Disrupt a locked-in industry through Open Source commoditization and open core models</td>
<td>Collaborate with industry leaders - and increasingly with regulators - to build compliance-as-code implementations</td>
<td>Mutualize cost on vast amount of non-differentiating financial services technology</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Governance &amp; Legal</th>
<th>Flexibility &amp; Interoperability</th>
<th>Talent acquisition and retention</th>
<th>First-mover</th>
<th>Embrace a modern development workflow</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leverage FINOS governance and legal support enabling banks to safely collaborate in the open</td>
<td>Achieve interoperability with other vendors by driving standards and reduce concerns for vendor lock-in</td>
<td>Lead in the open source space, enabling your developers to participate in open source projects and attracting top talent</td>
<td>Position your technology as part of the reference architecture for fintech OSS. Only FINOS Members can propose new Projects.</td>
<td>Use and learn from the FINOS Open Developer Platform</td>
</tr>
</tbody>
</table>
# Member Benefits: Brand and Networking

<table>
<thead>
<tr>
<th>MEMBER BENEFITS</th>
<th>PLATINUM</th>
<th>GOLD</th>
<th>SILVER</th>
<th>NON-MEMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINOS Board Representation</td>
<td>Meet and learn from leaders of finance and tech companies to drive the direction of the Foundation</td>
<td>Dedicated seat on the Board, oversight over direction of the Foundation.</td>
<td>Participate in elections for up to 5 board seats (2 year position)</td>
<td>None</td>
</tr>
<tr>
<td>Brand positioning</td>
<td>Members enjoy positioning in FINOS announcements, web properties and collateral</td>
<td>Central positioning on website and collateral. Dedicated announcement upon joining and FINOS quote on Member-led press release.</td>
<td>Logo on website and collateral. Optional announcement upon joining and FINOS-provided quote for Member-led-press release.</td>
<td>Logo on website and all collateral. Bundled announcement with other Silver Members.</td>
</tr>
<tr>
<td>Press Releases, Case Studies, Newsletters, blogs and more</td>
<td>We use a number of tools to highlight participation in our projects and community.</td>
<td>Propose topics and participate in press releases and case studies</td>
<td>Participate in press releases and case studies by FINOS invitation</td>
<td>Pending active contributions and releases.</td>
</tr>
<tr>
<td>Access to Member network</td>
<td>FINOS provides access to a Member only list and helps Members socializing collaboration ideas</td>
<td>FINOS leads socialization with Board and Members distribution lists, hosting a dedicated roundtable when applicable</td>
<td>FINOS leads socialization with Members-only distribution list.</td>
<td>Member leads socialization with Member-only distribution list</td>
</tr>
</tbody>
</table>
## Member Benefits: Events

<table>
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<tr>
<th>MEMBER BENEFITS</th>
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<tr>
<td><strong>Members meeting</strong></td>
<td>Bring members together to openly discuss existing projects and new opportunities.</td>
<td>Free attendance (unlimited)</td>
<td>Free attendance (7 individuals)</td>
<td>Free attendance (4 individuals)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Preference given to speaking requests</td>
<td>Preference to speaking requests on FINOS projects</td>
<td>Preference to speaking requests on FINOS projects</td>
</tr>
<tr>
<td><strong>Open Source Strategy Forum (OSSF)</strong></td>
<td>Only industry event at the cross section of finance, open, source and tech, providing unparalleled content and networking.</td>
<td>Free attendance (unlimited)</td>
<td>Free attendance (7 individuals)</td>
<td>Free attendance (3 individuals)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Preference given to speaking requests</td>
<td>Preference given to speaking requests on FINOS projects</td>
<td>Preference given to speaking requests on FINOS projects</td>
</tr>
<tr>
<td><strong>Meetups</strong></td>
<td>Frequent, interactive, community focused events on industry relevant topics</td>
<td>Free attendance</td>
<td>Free attendance</td>
<td>Free attendance</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Co-hosting &amp; presenting opportunities</td>
<td>Co-hosting &amp; presenting opportunities</td>
<td>Co-hosting &amp; presenting opportunities</td>
</tr>
<tr>
<td><strong>Webinars</strong></td>
<td>Anyone can attend but members can co-host and propose topics</td>
<td>Attend</td>
<td>Attend</td>
<td>Attend</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Co-host and present</td>
<td>Co-host and present</td>
<td>Co-host and present</td>
</tr>
<tr>
<td><strong>Industry Events</strong></td>
<td>Participate in interactive discussions with FINOS at industry events</td>
<td>By FINOS invitation</td>
<td>By FINOS invitation</td>
<td>By FINOS invitation</td>
</tr>
</tbody>
</table>
# Member Benefits: Dedicated Member services

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<tr>
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<th>SILVER</th>
<th>NON-MEMBER</th>
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</thead>
<tbody>
<tr>
<td><strong>Open Source Readiness (OSR)</strong></td>
<td>Access a variety of open source tools and benefit from our team’s deep experience with open source in regulated industries</td>
<td>Bespoke readiness assessment report &amp; peer benchmark</td>
<td>Bespoke readiness assessment report</td>
<td>Automated readiness assessment report</td>
</tr>
<tr>
<td></td>
<td>Dedicated time with our OSR lead (5 hours)</td>
<td>Dedicated time with our OSR lead (2 hours)</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td></td>
<td>CCLA execution assistance (unlimited)</td>
<td>CCLA execution assistance (2 hours)</td>
<td>CCLA execution assistance (By exception)</td>
<td>None</td>
</tr>
<tr>
<td><strong>Project formation &amp; pilot support</strong></td>
<td>We help our Members successfully identify, nurture and pilot open source projects</td>
<td>Bespoke OS project feasibility/viability assessment</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td></td>
<td>Project formation &amp; open sourcing best practice support</td>
<td>By exception</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td><strong>Member Success</strong></td>
<td>Leverage our member success team to identify opportunities and make the most of your membership</td>
<td>Bespoke member status reports (quarterly)</td>
<td>Bespoke member status reports (semi-annually)</td>
<td>Bespoke member status reports (annually)</td>
</tr>
<tr>
<td></td>
<td>Member success meetings (quarterly)</td>
<td>Member success meetings (semi-annually)</td>
<td>Member success meetings (annually)</td>
<td>None</td>
</tr>
<tr>
<td><strong>Member Events</strong></td>
<td>FINOS presentations or stands at your events - from team meetings to internal conferences</td>
<td>Bespoke presentations</td>
<td>Bespoke presentations</td>
<td>By exception</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FINOS resource(s) on-site</td>
<td>By exception</td>
<td>None</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Promote events on our website/social media (unlimited)</td>
<td>Promote events on our website/social media (4 max)</td>
<td>Promote events on our website/social media (2 max)</td>
</tr>
<tr>
<td><strong>Training (new!)</strong></td>
<td>FINOS members enjoy premium access to LF Open Source Training and Certification</td>
<td>Enterprise wide license to the Linux Foundation Open Source Best Practices eLearning catalog</td>
<td>Volume discounts for LF training and certification based on the Linux Foundation Membership Tier.</td>
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FINOS
Fintech Open Source Foundation
Linux Foundation Membership Benefits

All FINOS members must also become members of the Linux Foundation at any tier (more information [here](#)). Some of the benefits your organization can take advantage of by being an LF member include:

**LEGAL**

- **Conferences.** Join exclusive legal conferences including the annual [LF Legal Summit](#), [LF Open Compliance Summit](#) legal tracks at the [Open Source Leadership Summit](#), and access the bimonthly [legal counsel calls](#).
- **Ad-hoc support.** Engage with our open source compliance experts for [ad hoc discussions](#) ranging from potential new projects to internal program office structures and processes.

**EVENTS**

- **Discounts** for [Linux Foundation Events](#).
- **Access** to exclusive, member-only events like the [LF member summit](#).

**TRAINING**

- **Discounts.** Access discounted [LF Training](#) & Certification offerings. Check out the [LF Course Catalog](#) and use the [quote tool](#) to obtain your discounts.

**STRATEGIC GUIDANCE**

- **Best Practices.** Opportunity for your open source program office to participate in the [TODO Group](#) (todogroup.org) and [Open Source Security Foundation (OpenSSF)](#).
- **Introductions** to other Linux Foundation members and hosted projects of interest to expand business opportunities.

**MARKETING**

- **Lead** sponsored webinars.
- **Participate** in articles and press releases.

**INSIGHTS**

- **Leverage LFX Insights** to validate projects for investment, and track the activity and growth of projects you’re already involved in.
- **Gain visibility** on your project’s code pipeline and performance metrics. Ensure the health & viability of the open source projects you care about.
- **Showcase your organization’s leadership** and subject matter expertise in the open source community.

For more information, see the [Linux Foundation Member Benefits](#).
Our Membership Tiers

**PLATINUM**

$200,000 / year

Geared towards large financial institutions; asset, wealth and fund managers; and large tech companies

**GOLD**

$50,000 / year

Targeted at market data providers, large ISVs and SIs, technology partners and exchanges.

**SILVER**

$10-30,000 / year

Silver membership fees scale based on # of employees: $10,000 for less than 20 employees, $20,000 for 20-99, and $30,000 for 100 or more employees

Suitable for startups, and small consulting firms with limited resources but an appetite to contribute

**ASSOCIATE**

No Cost

Restricted to government organizations, regulatory bodies, nonprofits and academic institutions

FINOS Members must also become Members of the Linux Foundation at any tier. More info [here](#).

FINOS also has an **INDIVIDUAL SUPPORTER** membership tier, reserved for individuals who significantly contributed to Foundation projects, and emeriti who contributed to shaping FINOS with their thought leadership.
Ready to join the FINOS family?

Submit your interest [here](#) and we’ll be in touch shortly.