



FINOS

Fintech
Open Source
Foundation

Introduction to Member Success

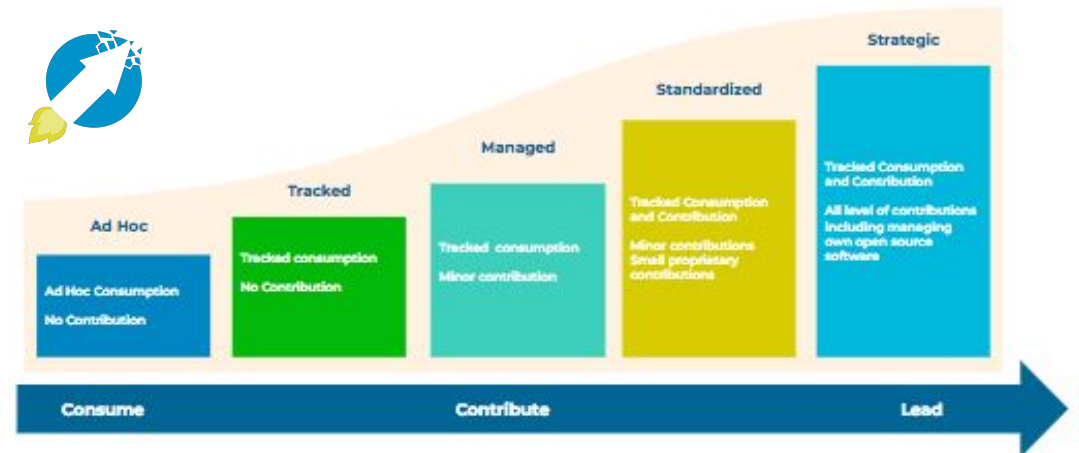
Getting the most out of
your membership

Confidential

The Member Success initiative

Introduces a new level of interaction with our members dedicated to maximizing value from all stages of engagement with FINOS.

We take an integrated approach working with our members to define their success criteria and path to achieving success across all FINOS programs.



Variety of member firms...

Financial Firms



BNY MELLON



CITADEL



J.P.Morgan



NOMURA



Morgan Stanley



IPREO



FACTSET

ChartIQ

Technology Firms

GitHub



S&P Global



openfin®

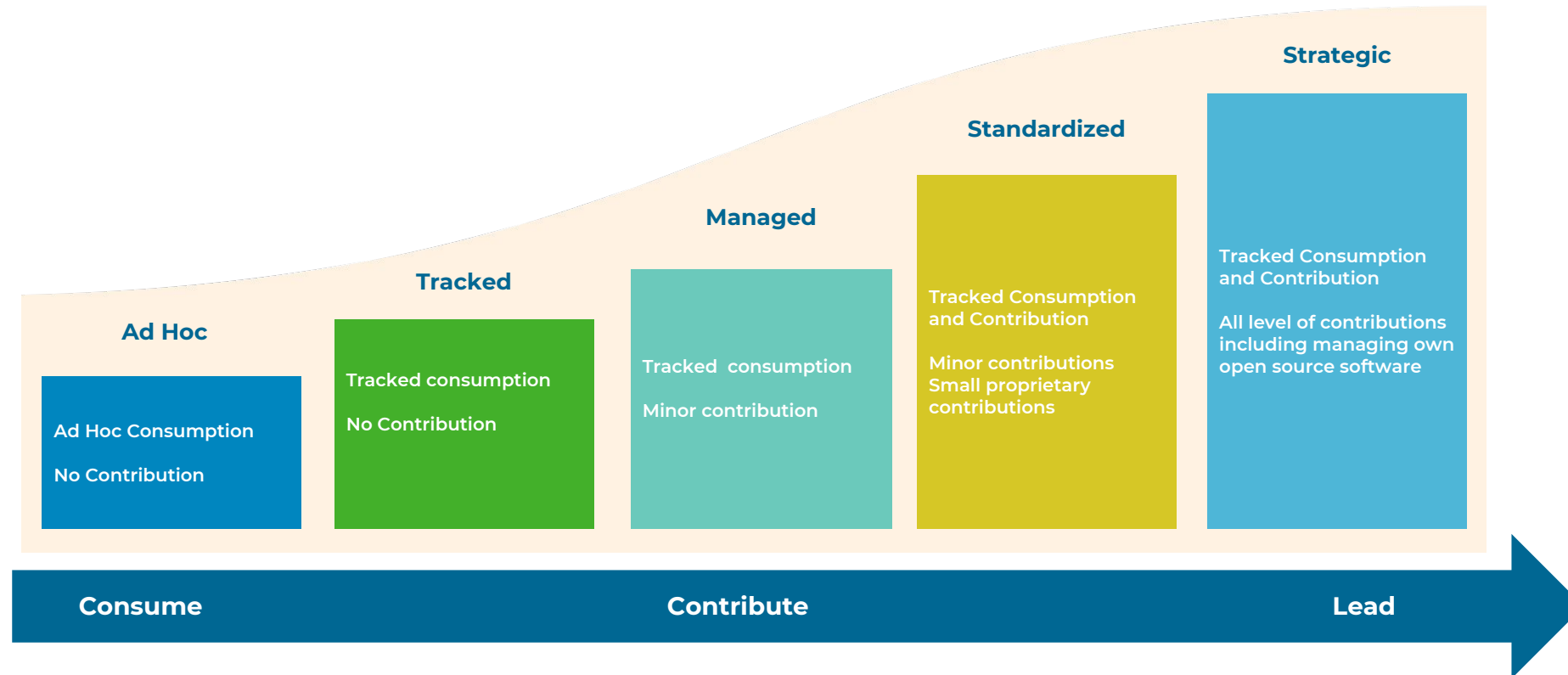


NODESOURCE

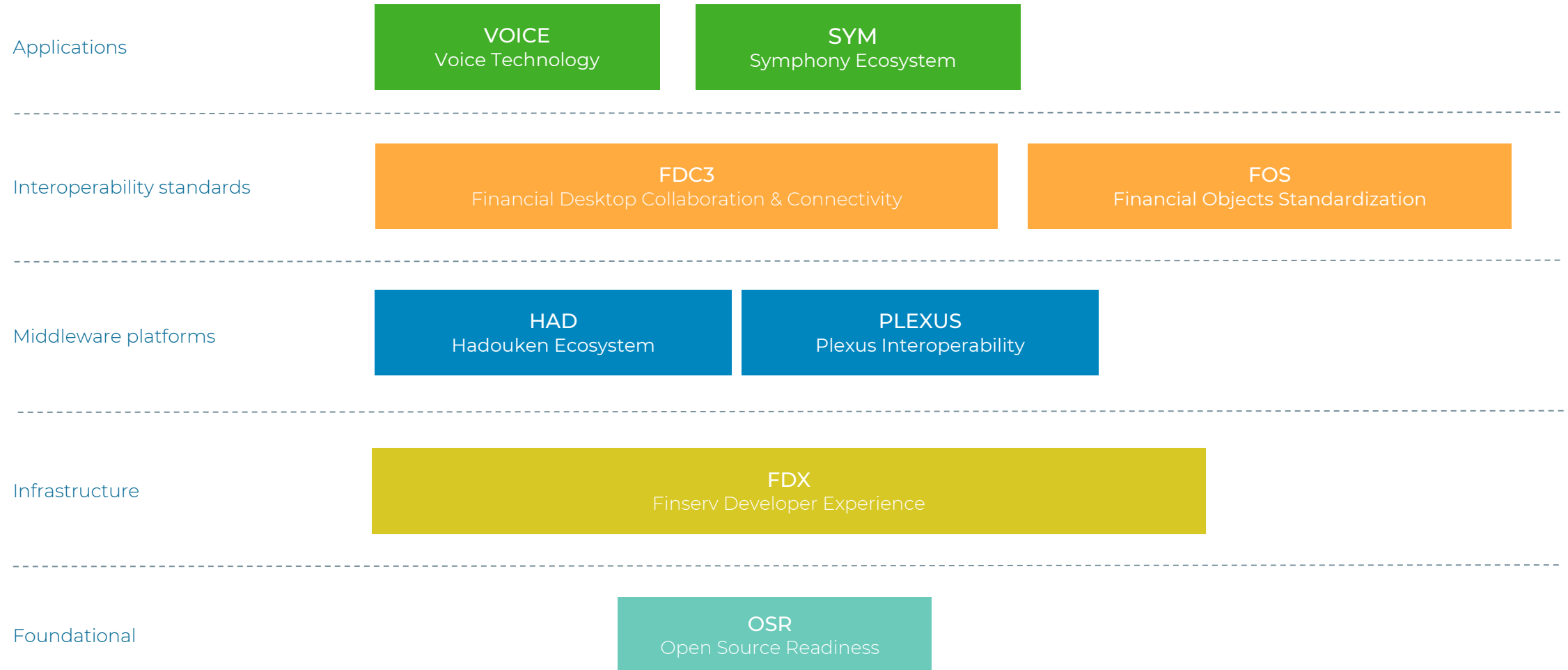
FinTech Studios



...at varying levels of Open Source maturity...



...with wide ranging interests ...



...and different goals



STAFF
ATTRACTION



TIME TO
MARKET



MARKETING &
VISIBILITY



QUALITY
IMPROVEMENT



VENDOR
FLEXIBILITY



STAFF
RETENTION



INNOVATION

The approach

Understand Current State

Understand the current state of open source consumption, contribution and awareness along with associated policies and processes as well as current activity in programs.

Identify Goals and Focus Areas

Clearly identify goals for engaging in FINOS and with open source more generally, understanding what "success" means for the specific member firm.

Define Approach

Define a roadmap that progressively moves the member firm towards "success" including specific milestones and a defined approach.

Drive Results

Execute on the approach, establishing appropriate metrics or reports to track progress and identify challenges or roadblocks sooner rather than later.

It's an iterative process...

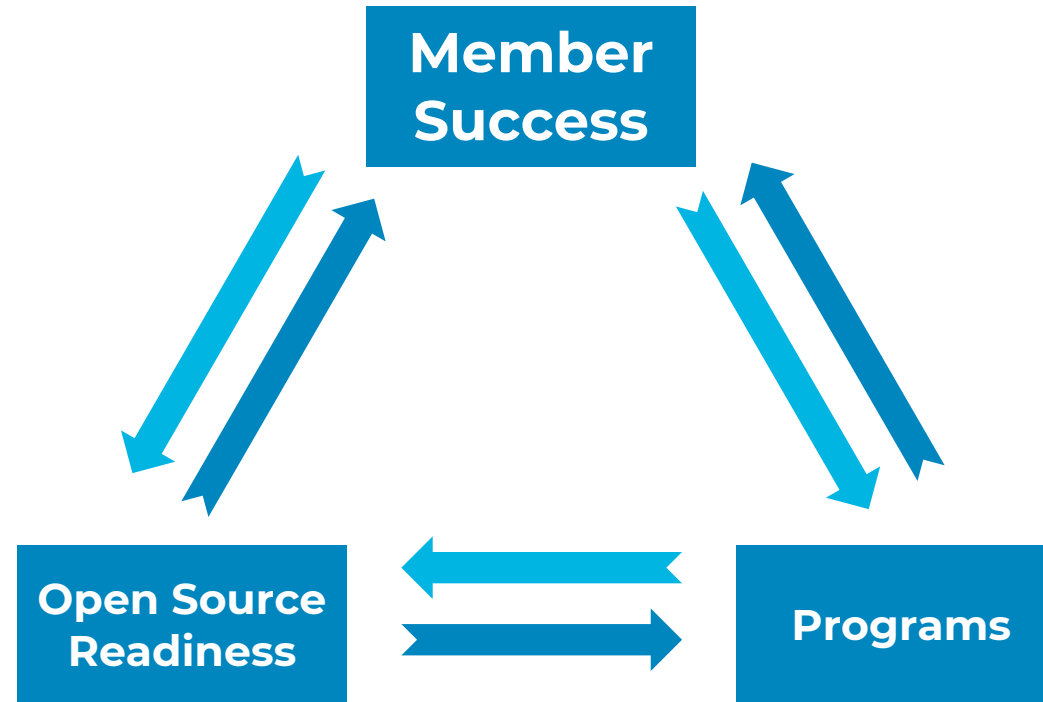


Culture eats strategy for breakfast.

...with a holistic approach

OPEN SOURCE READINESS

- Identify key projects that will help increase the **motivation and drive** to reach optimal Open Source Readiness.
- **Proactive support** to progress through the stages of Open Source Readiness to get **full benefit** from the Programs.



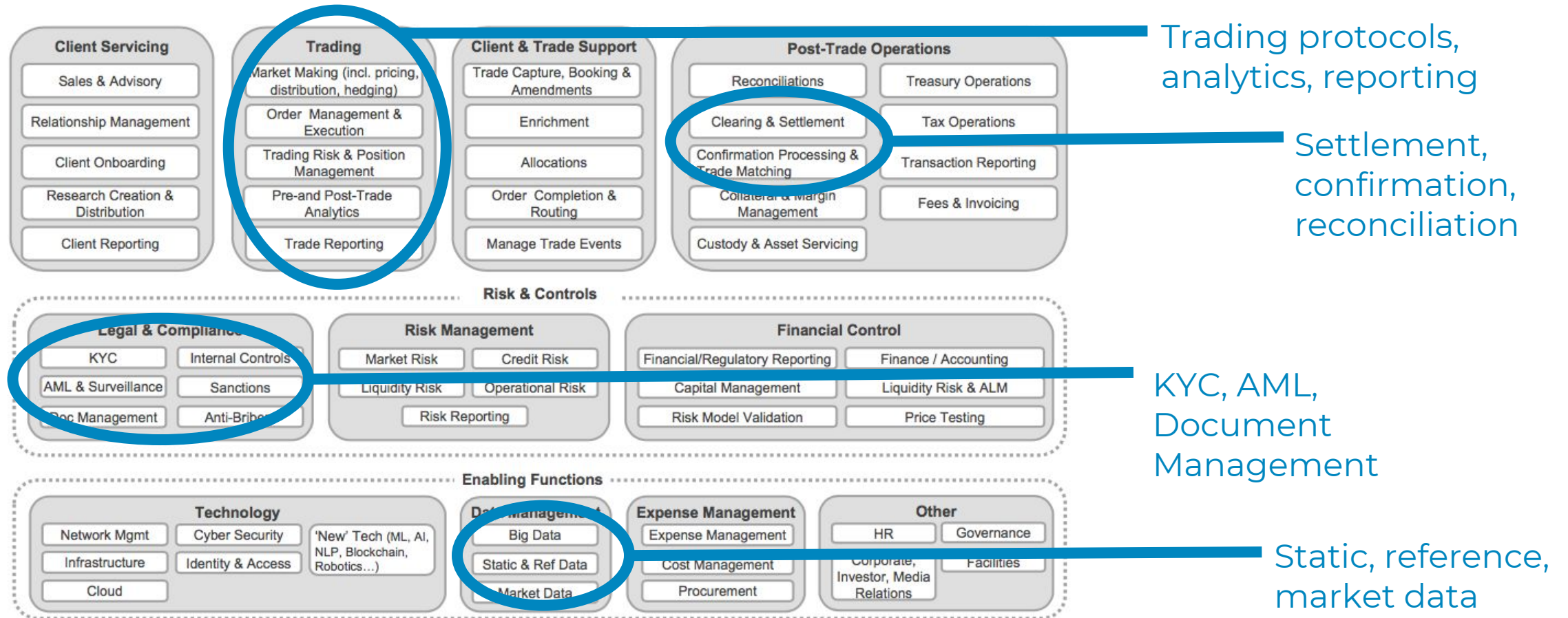
OSR + PROGRAMS = MAXIMUM BENEFIT

Full Open Source Readiness enables you to get the **most value out of the programs and community.**

PROGRAMS

- **Learn about the existing programs** and which will help you achieve your goals and provide a high level of value
- **Identify new programs** that are of interest to you and other Members
- **Find the right individuals** in your organisation to engage in the working groups and projects.

Identifying Opportunities



Now what?

Get in touch!

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