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

Membership Benefits Guide

April 2022
What is FINOS?

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.
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Over 50 member organizations and 1000+ contributors over time 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 in Finance Forum with the Linux Foundation, the only Open Source conference solely focused on financial services and regulated industries.
FINOS Community in Numbers

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

**GOLD**
- Capital One
- Fannie Mae
- Google
- HSBC
- IHS Markit
- Intel
- NatWest
- Red Hat
- Refinitiv
- SUSE
- SYMPHONY
- Tradeweb
- White Source

**SILVER**
- Adaptive
- Armory
- BNY Mellon
- Canon
- CloudBees
- CloudLinux
- Databricks
- datarift.io
- Enterprisers Project
- GitLab
- Glue42
- Itau
- Scott Logic
- SMBC
- Synechron

**ASSOCIATE**
- Air
- AlmaLinux
- CRTA
- EDM Council
- InterWork Alliance
- ISDA
- ISLA
- Mogaloop

15 **Active** Open Source Projects and SIGs
32 **Incubating** Open Source Projects and SIGs
1000+ **Contributors**
55 **Corporate and Associate Members**
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 Comoditization</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 Linux Foundation LFX Platform</td>
</tr>
</tbody>
</table>

FINOS Fintech Open Source Foundation
# 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><strong>FINOS Governing Board seat</strong></td>
<td>Meet and learn from leaders of finance and tech companies to drive the direction of the Foundation</td>
<td>Dedicated representative on the Governing Board, driving oversight over direction of the Foundation.</td>
<td>Participate in elections for a board representative every three Gold Members (1 year position)</td>
<td>Participate in elections for a board representative for the whole Silver tier (1 year position)</td>
</tr>
<tr>
<td><strong>Brand positioning</strong></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><strong>Press Releases, Case Studies, Newsletters, blogs and more</strong></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>Participate in press releases and case studies by FINOS invitation</td>
</tr>
<tr>
<td><strong>Access to Member network</strong></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>
<thead>
<tr>
<th>MEMBER BENEFITS</th>
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<th>NON-MEMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Members meeting</td>
<td>Free attendance (unlimited)</td>
<td>Free attendance (7 individuals)</td>
<td>Free attendance (4 individuals)</td>
<td>None</td>
</tr>
<tr>
<td>Bring members together to openly discuss existing projects and new opportunities.</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>
<td>None</td>
</tr>
<tr>
<td>Open Source in Finance Forum (OSFF)</td>
<td>Free attendance (unlimited) and 30% sponsorship discount</td>
<td>Free attendance (7 individuals) and 30% sponsorship discount</td>
<td>Free attendance (3 individuals) and 30% sponsorship discount</td>
<td>Paid attendance</td>
</tr>
<tr>
<td>Only industry event at the cross section of finance, open, source and tech, providing unparalleled content and networking.</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>
<td>Submit speaking requests through standard CFS</td>
</tr>
<tr>
<td>Meetups</td>
<td>Free attendance</td>
<td>Free attendance</td>
<td>Free attendance</td>
<td>Paid attendance</td>
</tr>
<tr>
<td>Frequent, interactive, community focused events on industry relevant topics</td>
<td>Co-hosting &amp; presenting opportunities</td>
<td>Co-hosting &amp; presenting opportunities</td>
<td>Co-hosting &amp; presenting opportunities</td>
<td>Presenting at FINOS invitation only</td>
</tr>
<tr>
<td>Open Source in Finance Forum (OSFF)</td>
<td>Free attendance</td>
<td>Free attendance</td>
<td>Free attendance</td>
<td>Paid attendance</td>
</tr>
<tr>
<td>Webinars</td>
<td>Attend</td>
<td>Attend</td>
<td>Attend</td>
<td>Attend</td>
</tr>
<tr>
<td>Anyone can attend but members can co-host and propose topics</td>
<td>Co-host and present</td>
<td>Co-host and present</td>
<td>Co-host and present</td>
<td>Present by exception</td>
</tr>
<tr>
<td>Industry Events</td>
<td>By FINOS invitation</td>
<td>By FINOS invitation</td>
<td>By FINOS invitation</td>
<td>By exception</td>
</tr>
<tr>
<td>Participate in interactive discussions with FINOS at industry events</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</table>
# Member Benefits: Dedicated Member services

<table>
<thead>
<tr>
<th>MEMBER BENEFITS</th>
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<th>NON-MEMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Dedicated time with our OSR lead (6 hours)</td>
<td>Dedicated time with our OSR lead (2 hours)</td>
<td>Dedicated time with our OSR lead (1 hour)</td>
<td>None</td>
</tr>
<tr>
<td></td>
<td>CCLA execution assistance (unlimited)</td>
<td>CCLA execution assistance (By exception)</td>
<td>CCLA execution assistance (By exception)</td>
<td>None</td>
</tr>
<tr>
<td><strong>Project formation &amp; pilot support</strong></td>
<td>Bespoke OS project feasibility/viability assessment</td>
<td>None</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>Bespoke member status reports (semi-annually)</td>
<td>Bespoke member status reports (annually)</td>
<td>Access to LFX Insight Organization Dashboard (beta)</td>
<td>None</td>
</tr>
<tr>
<td></td>
<td>Member success meetings (semi-annually)</td>
<td>Member success meetings (annually)</td>
<td>N/A</td>
<td>None</td>
</tr>
<tr>
<td><strong>Member Events</strong></td>
<td>Bespoke presentations</td>
<td>Bespoke presentations</td>
<td>By exception</td>
<td>By exception</td>
</tr>
<tr>
<td></td>
<td>FINOS resource(s) on-site</td>
<td>By exception</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<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>
<td>At FINOS discretion</td>
</tr>
<tr>
<td><strong>Training (new!)</strong></td>
<td>Enterprise wide license to the OSS Best Practices catalog.</td>
<td>50-seat, annual subscription to eLearning courses.</td>
<td>Volume discounts for LF training and certification based on LF tier.</td>
<td>None</td>
</tr>
<tr>
<td></td>
<td>50-seat, annual subscription to eLearning courses.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Yes, anyone can consume and contribute to existing FINOS projects. But only FINOS Members can propose new projects!

**Member Success Stories**

**Goldman Sachs: Legend**

Ahead of the Open Sourcing of Legend, FINOS set up a neutral Legend instance to run a pilot project with ~40 individual participants from Goldman Sachs, Deutsche Bank, Itau, RBC Capital Markets, Morgan Stanley, Gitlab and ISDA, among others.

**EPAM Glue**

Ahead of the open sourcing of GLUE from our Silver Member EPAM, we ran a webinar and podcast and introduced the team to several buy-side firms.

**Morgan Stanley: Morphir**

Ahead of the contribution of Morphir into FINOS, we socialized the project with the FINOS community and organized a live demo with 22 participants from member firms.
FINOS Associate Membership Overview

Associate membership is a “lightweight”, **free** membership tier:

<table>
<thead>
<tr>
<th>Who is it for?</th>
<th>Non-profits - (c)(6) and/or (c)(3)</th>
<th>Government organization and regulatory bodies</th>
<th>Other (non-profit) open source organizations/associations</th>
<th>Academic institutions</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Free attendance at FINOS events</td>
<td>Participation in member-only discussions &amp; Formation Projects</td>
<td>Inclusion of logo on FINOS website and marketing materials</td>
<td>No Board seats/Voting rights (reserved for “full”, paid members)</td>
</tr>
<tr>
<td></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>What are the benefits and privileges?</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(*) Per Section 25 of FINOS charter: “The Associate Member category of membership is limited to Associate Members of The Linux Foundation. The Governing Board may set additional criteria for joining the Directed Fund as an Associate Member. If the Associate Member is a membership organization, Associate Membership in the Directed Fund does not confer any benefits or rights to the members of the Associate Member.”
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.

**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 OSS community through the LFX.org dashboard.

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

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?

Start your membership application or submit your interest here and we’ll be in touch shortly.