Membership Benefits Guide
FINOS, the catalyst for Open Source in the Financial Service Industry
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.

FINOS is also the financial services project of the Linux Foundation, the largest shared technology investment in the world.

Oh, and in case you’re wondering, it’s pronounced fee·nowz
What do we do, at a glance?

The Fintech Open Source Foundation (FINOS) acts as an independent, neutral, compliant steward for transparently governed open source, open standards and specifications relied & collaborated upon by the financial industry at large.

Supported by over 70 member organizations, we nurtured 2000+ contributors from financial institutions, big tech and fintech vendors to mutualize resolution of common, non-differentiating strategic challenges in 50+ open projects.

FINOS also runs an Open Source Readiness Initiative to help financial firms harvest the full business value of open source participation, in full regulatory compliance.

FINOS hosts the Open Source in Finance Forum, the only Open Source conference solely focused on financial services and regulated industries.
FINOS Community in Numbers

FINOS
By the #s

73
MEMBERS

54
OSS PROJECTS/ SIGs

PLATINUM

BMO

citi

Goldman Sachs

J.P.Morgan

Morgan Stanley

GOLD

ADAPTABLE

AMERICAN EXPRESS

AVANGRID

Capital One

DISCOVER

Fannie Mae

Hedera

LSEG

MEND

NOMURA

S&P Global

SUSE

SYMPHONY

temenos

Tradeweb

UBS

WELLINGTON MANAGEMENT

SILVER

ASSOCIATE

Adaptive

BTP

BNY MELLON CANONICA

Container Solutions

controleplane

CloudBees

Gedaltech

databricks

<epam>

Fidelity

Finsenble

Glue42

Genesis

KINETIX

Luxoft

MIRANTIS

PeerNova

Point72

ReCon Technology Platform

SMBC

Synechron

turntabl

EDMCouncil

AlmaLinux

CFTA | ACTR

InterWork Alliance

mojaLoop

Mifos

OpenUK

RegTech

THE DIGITAL DOLLAR PROJECT

ISDA

ISLA

Mojaaloop Foundation

ISDA

International Securities Lending Association
FINOS Flagship Projects

**DATA VISUALIZATION**
- **Perspective** is an interactive visualization component for large, real-time datasets, used to build reports, dashboards and more, contributed by JP Morgan.
- **Waltz** allows you to visualize and define your organization's technology landscape. Think of it like a structured Wiki for your architecture.

**DATA MODELING**
- **Legend** is a data modeling platform and environment open sourced by Goldman Sachs.
- **Morphir** is a multi-language system built on a data format that captures an application's domain model and business logic in a technology agnostic manner.

**INTEROPERABILITY**
- **FDC3** is an open standard that enables plug-and-play interoperability on the financial desktop.

**CLOUD**
- The **Compliant Financial Infrastructure** project, contributed by JPMorgan, is following an open, code-first, collaborative process to mutualize - among FIs and vendors - the cost of cloud control interpretation and implementation.

**FINOS Landscape**
Learn more at [landscape.finos.org](http://landscape.finos.org)

**Contribute:**
[github.com/finos](https://github.com/finos)
The **Open RegTech initiative** is raising awareness on a novel approach to regulatory technology based on open source and standards, hosting open projects on the basis that every industry constituent will benefit from mutualization in this area.

Based on the experience of some of the largest financial institutions in the world, FINOS publishes an **Open Source Readiness (OSR) Body of Knowledge**, an **Open Source Maturity Model (OSMM)**, as a competitive advantage for fintech and FINOS members.

**FDC3** is the fast-growing standard for application and cross-industry interoperability in finance. Besides the standard itself, FINOS provides neutral offerings such as the FDC3 App Directory, FDC3 Conformance Program, open source reference implementations.
Announcing the new FINOS Zenith SIG

What is Zenith?
Zenith is an industry-wide collaborative effort, ran by FINOS, to understand, define and build standards that enable us all to adapt emerging technologies

Why do we need Zenith?
- Reduce common effort on emerging technologies by sharing R&D
- Share ideas across theoretical, technical and commercial
- Recognise expertise across many disciplines to encourage trusted dialogue
- Provide exploratory sandboxes to remove barriers on technical readiness

What are our goals?

<table>
<thead>
<tr>
<th>Create a Brain Trust</th>
<th>Develop Emerging Technology Primers</th>
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<tbody>
<tr>
<td>Run a collaborative POC Program</td>
<td>Launch &amp; Support Open Source Standards/Libraries</td>
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</table>

Learn more and get involved

Learn more about the Zenith SIG here and join the list to engage by emailing: zenith+subscribe@lists.finos.org

If you are interested to join the brain trust (member-only) email keith@feynic.com.
Open Source in Finance Forum, NYC November 1st (Open to All)

What?

- Open Source in Finance Forum returns to New York City this November 1st at Marriott Marquis Hotel in Times Square! The only conference dedicated to driving collaboration and innovation in financial services through open source software and standards.

- We bring together experts across financial services, technology, and open source to engage our community in stimulating and thought-provoking conversations about how to best (and safely) leverage open source software to solve industry challenges.

Get involved:

- Call for Papers (CFP) is closing soon! Submit to speak Before June 23rd!

- Sponsor the event - download the prospectus! (members get 30% discount).

- Register to attend & network!
FINOS Membership benefits and tiers

Anyone can consume, participate and contribute to FINOS projects, but, amongst many other benefits, only Members can propose new projects & sit on the Board.
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>
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<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>
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</table>

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

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- **Embrace a modern development workflow**: Use and learn from the FINOS Open Developer Platform.
# Member Benefits: Brand and Networking

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<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 (2 year position) - up to a maximum of 5 reps</td>
<td>None</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></td>
<td></td>
<td>Relevant achievements highlighted in newsletter.</td>
<td>Relevant achievements highlighted in newsletter.</td>
<td>Relevant achievements highlighted in newsletter.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Blog posts welcome (subject to FINOS approval)</td>
<td>Blog posts welcome (subject to FINOS approval)</td>
<td>Blog posts welcome (subject to FINOS approval)</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>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>None</td>
</tr>
</tbody>
</table>
## Member Benefits: Events

<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>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>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>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) 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>
</tr>
<tr>
<td></td>
<td>Preference given to speaking requests</td>
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<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>Co-hosting &amp; presenting opportunities</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>Co-host and present</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>
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# Member Benefits: Dedicated Member services

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</tr>
</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 and recommendations</td>
<td>Self-serve readiness assessment survey</td>
<td>Self-serve assessment survey</td>
</tr>
<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>We help our Members successfully identify, nurture and pilot open source projects</td>
<td>Can propose new projects and socialize them in formation stage</td>
<td>Can propose new projects and socialize them in formation stage</td>
<td>Can propose new projects</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 (semi-annually)</td>
<td>Bespoke member status reports (annually)</td>
<td>Access to LFX Insight Organization Dashboard (beta)</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>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>FINOS resource(s) on-site Promote events on our website/social media (unlimited)</td>
<td>By exception Promote events on our website/social media (4 max)</td>
<td>None Promote events on our website/social media (2 max)</td>
<td>None At FINOS discretion</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 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>
</tr>
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<td></td>
<td>50-seat, annual subscription to eLearning courses</td>
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<td></td>
<td></td>
</tr>
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Member benefit zoom-in: Projects

Yes, anyone can consume and contribute to existing FINOS projects. But only FINOS Members can propose new projects!

**Propose new Projects**

- Socialize project proposals with the FINOS member community
- Member-only channels
- Webinars
- Pilots/Forming stage
- FINOS hosted instances

**Consume & contribute to FINOS projects**

- Consume, contribute to and propose new FINOS projects

**Garner early contributors and consumers**

**Vet industry interest before open sourcing 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 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

Complete the membership application and we'll be in touch shortly!
FINOS Members must also become Members of the Linux Foundation (at any tier). More info [here](https://www.finos.org).

FINOS also has an [INDIVIDUAL SUPPORTER PROGRAM](https://www.finos.org), reserved for individuals who significantly contributed to Foundation projects, and emeriti who contributed to shaping FINOS with their thought leadership.
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:

**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.
- **Platinum ONLY**. Enterprise wide license to Open Source Management and Best practices curriculum

**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.

**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

**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

**MARKETING**

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

For more information, see the Linux Foundation Member Benefits
Ready to join the FINOS family?

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