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

**GOLD**
- CapitalOne
- Fannie Mae
- Google
- HSBC
- IHS Markit
- Intel
- NatWest
- Red Hat
- Refinitiv
- SUSE
- SYMPHONY
- Tradeweb
- wipro
- WhiteSource

**SILVER**
- Adaptive
- armory
- BNY MELLON
- CANONICAL
- CloudBees
- CloudLinux
- Cosaic
- databricks
- diffrblue
- epam
- GitLab
- Glue42
- Itau
- Scott Logic
- SMBC
- Synechron

**ASSOCIATE**
- air
- AlmaLinux
- CRTA
- CTN
- EDM Council
- InterWork Alliance
- ISDA
- ISLA
- mojaloop
- OpenUK

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 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. <strong>Only FINOS Members can propose new Projects.</strong></td>
<td>Use and learn from the Linux Foundation LFX Platform</td>
</tr>
</tbody>
</table>

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:

- **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.
- **Governance & Legal**: Leverage FINOS governance and legal support enabling banks to safely collaborate in the open.
- **Flexibility & Interoperability**: Achieve interoperability with other vendors by driving standards and reduce concerns for vendor lock-in.
- **Talent acquisition and retention**: Lead in the open source space, enabling your developers to participate in open source projects and attracting top talent.
- **First-mover**: Position your technology as part of the reference architecture for fintech OSS. **Only FINOS Members can propose new Projects.**
- **Embrace a modern development workflow**: Use and learn from the Linux Foundation LFX Platform.
# 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 Governing Board seat</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>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>Participate in press releases and case studies by FINOS invitation.</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>

FINOS Governing Board seat: Meet and learn from leaders of finance and tech companies to drive the direction of the Foundation. Dedicated representative on the Governing Board, driving oversight over direction of the Foundation. Participate in elections for a board representative every three Gold Members (1 year position). Participate in elections for a board representative for the whole Silver tier (1 year position).

Brand positioning: Members enjoy positioning in FINOS announcements, web properties and collateral. Central positioning on website and collateral. Dedicated announcement upon joining and FINOS quote on Member-led press release. Logo on website and collateral. Optional announcement upon joining and FINOS-provided quote for Member led-press release. Logo on website and all collateral. Bundled announcement with other Silver Members.

Press Releases, Case Studies, Newsletters, blogs and more: We use a number of tools to highlight participation in our projects and community. Propose topics and participate in press releases and case studies. Relevant achievements highlighted in newsletter. Blog posts welcome (subject to FINOS approval).

Access to Member network: FINOS provides access to a Member only list and helps Members socializing collaboration ideas. FINOS leads socialization with Board and Members distribution lists, hosting a dedicated roundtable when applicable. FINOS leads socialization with Members-only distribution list. Member leads socialization with Member-only distribution list.
# 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>Members meeting</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>Open Source in Finance Forum (OSFF)</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>
<td>Preference given to speaking requests on FINOS projects</td>
<td>Preference given to speaking requests on FINOS projects</td>
<td>Preference given to speaking requests on FINOS projects</td>
</tr>
<tr>
<td>Meetups</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>Webinars</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>Industry Events</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

<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>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 readiness assessment survey</td>
</tr>
<tr>
<td></td>
<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>
</tr>
<tr>
<td></td>
<td></td>
<td>CCLA execution assistance (unlimited)</td>
<td>CCLA execution assistance (By exception)</td>
<td>CCLA execution assistance (By exception)</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></td>
<td>Project formation &amp; open sourcing best practice support</td>
<td>By exception</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 LF Insight Organization Dashboard (beta)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Member success meetings (semi-annually)</td>
<td>Member success meetings (annually)</td>
<td>N/A</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 FINOS resource(s) on-site Promote events on our website/social media (unlimited)</td>
<td>Bespoke presentations Promote events on our website/social media (4 max)</td>
<td>By exception Promote events on our website/social media (2 max)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>By exception</td>
<td>By exception</td>
<td></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 Volume discounts for LF training and certification based on the Linux Foundation Membership Tier</td>
<td>Volume discounts for LF training and certification based on the Linux Foundation Membership Tier</td>
<td>None</td>
</tr>
</tbody>
</table>
Member benefit zoom-in: Projects

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

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

(*) Per Section 2.5 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.

**MARKETING**

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

**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.

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.