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 80 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 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.
- **The CDM** is a standardised, machine-readable and machine-executable blueprint for financial products and the transaction lifecycle.

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

**CLOUD AND OSS ENABLEMENT**
- **The FINOS Common Cloud Controls (FINOS CCC)** is a pioneering initiative aimed at standardizing cloud deployments within the financial services sector.
- **The Open Source Readiness SIG** is the engine that produces industry-wide accepted best practices for financial institutions to accelerate their open source programs.

**OPEN REGTECH**
- **LCR** is a Morgan Stanley open sourced implementation of the US Liquidity Coverage Ratio.
- **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.

See the full FINOS Landscape
landscape.finos.org

Contribute:
github.com/finos
Get ready for #OSFF24
OSFF is back in London & growing in NYC!

LONDON
26 JUNE, 2024
1 DAY EVENT

NEW YORK
30 SEPTEMBER & 1 OCTOBER, 2024
1.5 DAY EVENT

Sponsor, Attend, Speak
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>
<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>
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<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 benefit zoom-in: Projects

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

**Socialize project proposals with the FINOS member community**

- Propose new Projects
- Member-only channels
- Webinars
- Pilots / Forming stage
- FINOS hosted instances

**Vet industry interest before open sourcing projects**

**Garner early contributors and consumers**

**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.
## Member Benefits: Brand and Marketing

<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>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✗</td>
</tr>
<tr>
<td>Drive the overall Foundation strategy, focus with fellow executive leaders in finance and tech, elect 50% of TOC</td>
<td>(Dedicated seat)</td>
<td>(1 seat for every 3 Members, up to a total of 5 seats for the whole class)</td>
<td>(1 seat for the whole class)</td>
<td>Only active contributors</td>
</tr>
<tr>
<td><strong>Technical Oversight Committee participation (new!)</strong></td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
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<tr>
<td>Influence the software project landscape by putting forward TOC candidates</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>Brand positioning</strong></td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✗</td>
</tr>
<tr>
<td>Have your company recognized as a leader in open finance and collaboration on financial technology</td>
<td>(Prime positioning on FINOS collateral and dedicated press release upon joining)</td>
<td>(Central positioning on FINOS collateral and round up press release upon joining)</td>
<td>(Positioning on FINOS collateral and social announcement upon joining)</td>
<td></td>
</tr>
<tr>
<td><strong>FINOS-led co-marketing</strong></td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✗</td>
</tr>
<tr>
<td>Engage over 15k financial services technologists through our blog, webinars, podcast, newsletter and case studies</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>Member-led co-marketing</strong></td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✗</td>
</tr>
<tr>
<td>FINOS team, Members and contributors can participate in Member co-marketing activities</td>
<td></td>
<td></td>
<td>(by exception)</td>
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## Member Benefits: Events

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<td><strong>Members Meetings</strong></td>
<td>Exclusive member-only events and roundtables where members explore new opportunities and existing projects</td>
<td>✓ Free attendance (unlimited)</td>
<td>✓ Free attendance (7 individuals)</td>
<td>✓ Free attendance (3 individuals)</td>
</tr>
<tr>
<td><strong>Open Source in Finance Forum (OSFF)</strong></td>
<td>Only industry event at the cross section of finance, open source and tech, providing unparalleled content and networking.</td>
<td>⬤ Complimentary Access (unlimited)</td>
<td>⬤ Complimentary Access (7 individuals)</td>
<td>⬤ Complimentary Access (3 individuals)</td>
</tr>
<tr>
<td></td>
<td>⬤ Sponsorship Discount (30% discount)</td>
<td>⬤ Sponsorship Discount (30% discount)</td>
<td>⬤ Sponsorship Discount (30% discount)</td>
<td>No sponsorship discount</td>
</tr>
<tr>
<td></td>
<td>⬤ Speaking Preference Preference given to speaking requests on FINOS projects</td>
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<td>⬤ Speaking Preference Preference given to speaking requests on FINOS projects</td>
<td>Submit speaking requests through standard CFS</td>
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## Member Benefits: Dedicated Member services

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<td>Member Success</td>
<td>Leverage our member success team to identify opportunities and make the most of your membership</td>
<td>FINOS-led Member Success reviews with FINOS Executive leadership and Member Engagement Report(s)</td>
<td>By request Member Success review</td>
<td>Self-serve engagement metrics via LFX Org Dashboard</td>
</tr>
<tr>
<td>Project formation &amp; pilot support</td>
<td>We help our Members successfully identify, nurture and pilot open source projects</td>
<td>Start a project in Member-only ‘formation’ stage to evaluate feasibility / desirability in a safe space</td>
<td>x</td>
<td>x</td>
</tr>
<tr>
<td>Propose new Projects for Incubation in FINOS (new!)</td>
<td>Only Members can propose projects for incubation in FINOS (new collaborative initiatives or existing project)</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Propose new FINOS Special Interest Groups (SIGs) (new!)</td>
<td>Only Members can propose SIGs, which explore potential solutions to key industry challenges</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Propose new FINOS Open Standard (new!)</td>
<td>Only Members can propose Open Standards, which explore potential solutions to key industry challenges</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Host Runtime environments of FINOS projects in our Sandbox (new!)</td>
<td>All contributors to FINOS projects that are affiliated with a FINOS Member can request to be included in the FINOS Project Sandbox by emailing <a href="mailto:help@finos.org">help@finos.org</a></td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
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## Member Benefits: Additional Benefits

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<tr>
<td><strong>First mover advantage</strong></td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✘</td>
</tr>
<tr>
<td><strong>Zenith Brain Trust (new!)</strong></td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✘</td>
</tr>
<tr>
<td><strong>Linux Foundation Training and certifications</strong></td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✘</td>
</tr>
<tr>
<td><strong>FINOS Training &amp; Certifications (new!)</strong></td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✘</td>
</tr>
<tr>
<td><strong>FDC3 Agent Conformance (new!)</strong></td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✘</td>
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**First mover advantage**
Be the first to learn about formation projects, member growth, industry initiatives & insights

**Zenith Brain Trust (new!)**
A collective of tech experts exploring emerging tech and its suitability for the industry who are responsible for the approval process of new POCs.

**Linux Foundation Training and certifications**
FINOS members enjoy premium access to LF Open Source Training and Certification
- 50-seat, annual subscription to eLearning courses*
- Enterprise wide license to the OSS Best Practices catalog.

FINOS members enjoy premium access to LF Open Source Training and Certification
- 50-seat, annual subscription to eLearning courses*
- Volume discounts for LF training and certification based on LF tier.

**FINOS Training & Certifications (new!)**
FDC3 developer training, FDC3 Certified Practitioner (FCFP) and FINOS Financial Services Open Source Developer (FSOSD) Certification seats
- 1-year benefit* (unlimited for first 90 days, 50 seats for the remaining 275 days)**
- $299 for FDC3 training
- $299 for FDC3 training

**FDC3 Agent Conformance (new!)**
FINOS members can certify their container against FDC3 at no cost
- (Unlimited certifications)
- Volume discounts for LF training and certification based on LF tier.

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- 1-year benefit* (unlimited for first 90 days, 50 seats for the remaining 275 days)**
- $299 for FDC3 training
- $250 for OSR / FDC3 certification

**FDC3 Agent Conformance (new!)**
FINOS members can certify their container against FDC3 at no cost
- (Unlimited certifications)
- (3 certifications per year)
- (1 certification per year)

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- (Unlimited certifications)
- (3 certifications per year)
- (1 certification per year)

*Subject to members signing the Linux Foundation standard Master Services Training Agreement
** One-time benefit to new members of FINOS in 2024
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**
- $10K-30,000 / year
- Silver membership fees scale based on # of 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://finos.org).

FINOS also has an [INDIVIDUAL SUPPORTER PROGRAM](https://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:

**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.

**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

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

**EVENTS**
- **Discounts** for Linux Foundation Events
- **Access** to exclusive, member-only events like the LF member summit

**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

**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

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

Complete the membership application and we’ll be in touch shortly.
FINOS 2024 Strategic Initiatives

On a rolling quarterly basis our Governing Board selects key areas of investment of FINOS budget and resources. This is one of the many ways our Members can influence the future direction of our Foundation.
The newly formed AI Readiness SIG will provide a space to address challenges that are common to all members to develop a governance framework that manages the on-boarding, development of, and running AI-based solutions within FS organisations.

The FINOS Common Cloud Controls (FINOS CCC) is a pioneering initiative aimed at standardizing cloud deployments within the financial services sector.

The Common Domain Model (CDM) is a standardized, machine-readable, and machine-executable model representing financial products, trades, and their lifecycle events.

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2024 FINOS Strategic Initiatives

Each year the FINOS Governing Board and its Members identify strategic priorities across our 50+ projects: the FINOS Strategic initiatives receive focused attention from the FINOS team and dedicated funding.
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**FINOS DEI SIG**

The **FINOS DEI SIG** is a collaborative initiative that aims to unite contributors committed to fostering diversity and inclusivity within the industry.

**DEI SIG Github**

**FDC3**

**FDC3** is a standardized framework developed for interoperability between financial applications. It aims to simplify communication and integration across different financial software.

**FDC3 Homepage**
2024 FINOS Strategic Initiatives

Each year the FINOS Governing Board and its Members identify strategic priorities across our 50+ projects: the FINOS Strategic initiatives receive focused attention from the FINOS team and dedicated funding.

Open RegTech

The **Open RegTech Initiative** is raising awareness on a novel approach to regulatory technology based on open source and standards, and hosting projects.

Open RegTech Homepage

Zenith

**Zenith** is a SIG that is an industry-wide collaborative effort, hosted at FINOS, aiming to understand, define and build standards that enable adoption of emerging technologies.

zenith.finos.org