

**FINOS**

Fintech  
Open Source  
Foundation

# Benefits and Value of FINOS Membership

April 2020



# A non-profit accelerating open source in financial services

**Drive** a worldwide community to collaborate in the **open** (source, standards, services, policies) to accelerate **innovation** and optimization **in financial services** technology and workflows.

# The Foundation at a glance..



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 **30 member organizations** and **300+ contributors** collaborate to **develop software**, deliver **standards** and drive collaboration in data and data technologies, cloud services, the financial desktop and more.



FINOS also runs an **Open Source Readiness** initiative to help financial firms **adopt best-practice policies, processes, and technology** for open source compliance.



FINOS hosts the **Open Source Strategy Forum**, the first and only Open Source conference solely focused on financial services and regulated industries.

# FINOS Community by the Numbers

**23** **Active** Open Source Projects and Working Groups

**21** **Incubating** Open Source Projects and Working Groups

**300+** **Contributors**

**35** **Member Organizations**

**PLATINUM MEMBERS**



**GOLD MEMBERS**



**SILVER MEMBERS**



[finos.github.io](https://finos.github.io)

[finos.org/members](https://finos.org/members)

# We help financial institutions realize the benefits of OSS...



**Reduce** overall software TCO



**Improve** time-to-market and software quality



**Attract and retain** talent from a broader pool



**De-risk** software investments (reduce vendor lock-in, innersource to share knowledge and experience )



**Simplify** workflow integration in the ecosystem

# ...and tech firms collaborate with this industry...



Provide a neutral forum for open source efforts with strong **disruption potential** of a highly locked-in industry



Build a trusted board-level collaboration with **industry decision makers**



Frictionless engagement of **financial services developers** who already are **actively contributing to FINOS in full compliance**



**“Build once”** approach to **financial technology solutions** by collaborating with several industry leaders



Learn about high value industry-wide business challenges to **inform and validate product and project roadmaps**

# ...through projects & standards that deliver value...



## Cloud Service Certification

Develops specific protocols and taxonomies to deliver more efficient interoperability between desktop applications in financial workflows.



## Securities Reference Data

Identifying and driving adoption of an open security identifiers or mapping across listed and OTC products.



## Financial Objects

Drive adoption of new and existing Financial Objects Standards that support common industry workflows and use cases. Bringing together creators and users of financial objects.

New!

## Alloy

A flexible platform that offers solutions to explore, define, connect, and integrate data into your business processes.

This is a sample of projects and the full list can be found at **[finos.github.io](https://finos.github.io)**

You can also find more information at **[finos.org/programs](https://finos.org/programs)**

# ...through open source collaboration...



## Better app interoperability through open standards

The mission of FDC3 is to develop specific protocols and taxonomies to advance the ability of desktop applications in financial workflows to interoperate in a plug-and-play fashion, without prior bilateral agreements

Launched in October 2017 by OpenFin in collaboration with major industry participants, 1.0 was released under FINOS in 2019, 1.1 underway.

### *The value of collective ownership*

Under the neutral FINOS umbrella, FDC3 is now widely adopted and received contributions from several banks, buy-side firms, consultancies and fintech vendors.



## Mutualize cost of technology backbone

Originally developed for J.P. Morgan's trading business, Perspective is an interactive Web Assembly base data streaming and visualization component for large, real-time datasets

Perspective comes with a suite of simple, context-aware visualization plugins for D3FC and Hypergrid, an Integration with Jupyterlab, and Runtimes for the browser, Python, and Node.js

### *The value of a trusted Community*

Mature, production ready library with a lively Community (over 2.3k stars and ~200 forks) is now Increasingly used in production and contributed to by FINOS institutional Members.



## An industry-wide data modeling tool

Originally developed by Goldman Sachs, the Alloy platform and the underpinning Pure language offer an advanced modeling environment to solutions to explore, define, connect, and integrate data into your business processes.

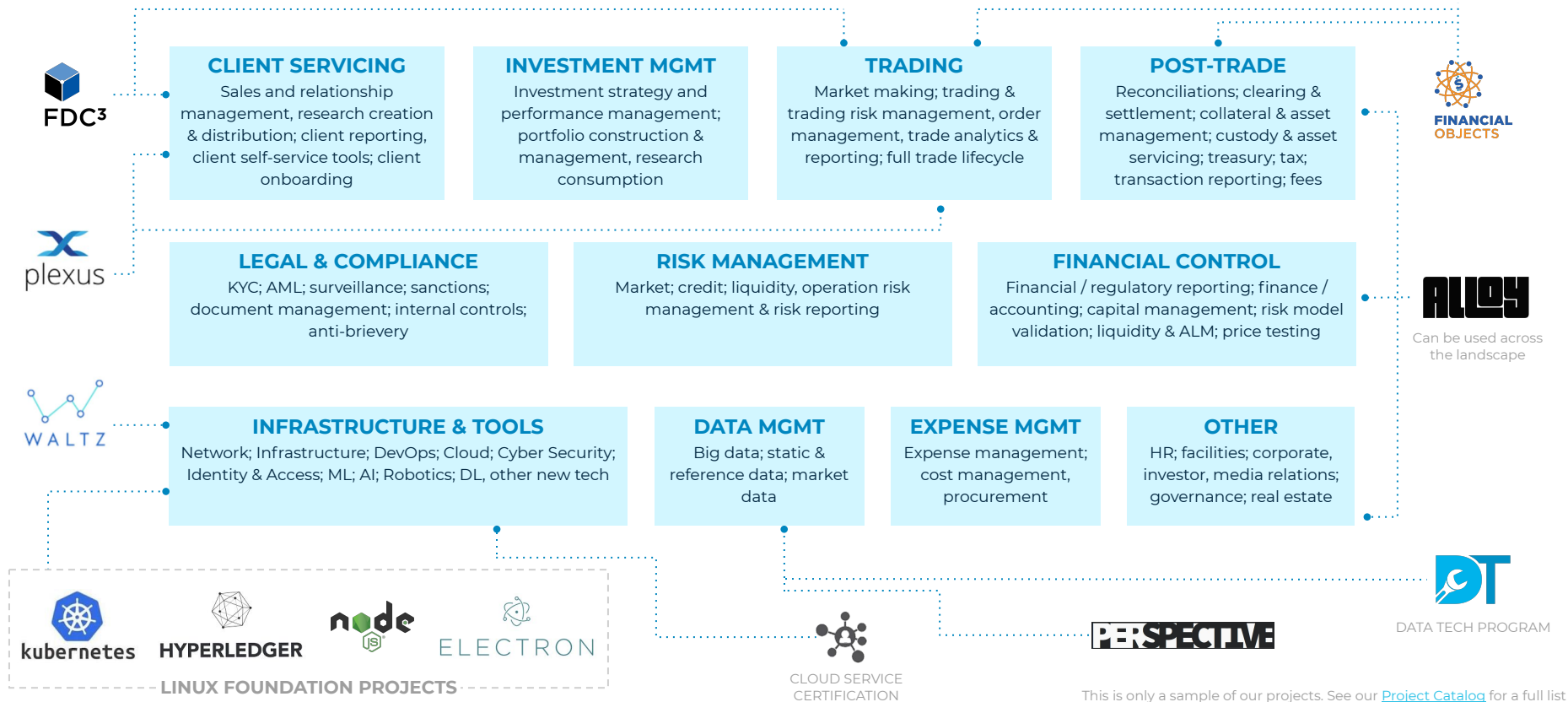
Goal is for the industry to share, collaborate and standardize on common data models (e.g. instruments, regulatory reporting, etc)

### *The value of an independent industry sandbox*

FINOS currently independently hosts an Alloy sandbox that attracted FINOS Members to pilot collaboration on data models. ETA for the full contribution is mid 2020



# ...across the financial services stack



# FINOS supports an environment that fosters community...



## EFFICIENCY

Established Policies and legal framework

High productivity developer platform

Collaboration infrastructure and tooling



## TRUST

Transparent Governance

Established collaboration methodology

Container for IP clean, secure OSS



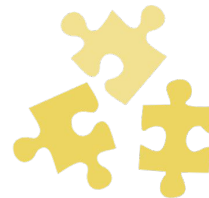
## GROWTH

Consumer and contributor growth

Product management and marketing

Events and Community awareness

# ...in a way that is different from other initiatives



Fintech  
Open Source  
Foundation

**100% focused on FinServ  
industry challenges**

**Unique mix of FinServ  
Business & Tech leaders**

**Open Source “first”  
approach**

*Other Open Source  
Foundations and  
Industry Consortia*

vs. virtually all open source  
Foundations being  
horizontal across industries

vs. virtually Open Source  
Foundations led and  
targeted to technologists

vs. industry consortia  
focusing on often abstract  
specs and policies

# ...and 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. 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

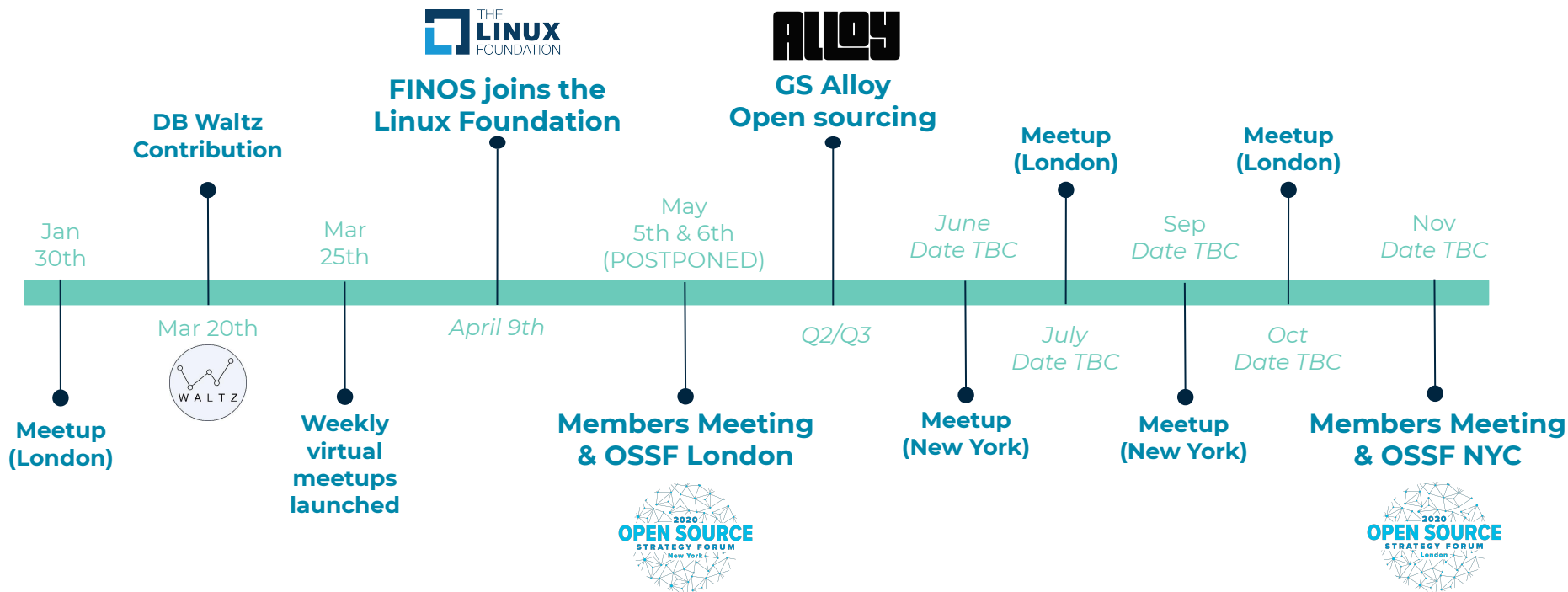
## First-mover

Position your technology as part of the reference architecture for fintech OSS

## Embrace a modern development workflow

Use and learn from the FINOS Open Developer Platform

# Our 2020 Roadmap: Joining LF & Further Growth



*\*Events are subject to change based on member demand and feedback.*

# The Value of FINOS and LF Joining Forces

## MEMBERS

### GROWTH

The Linux Foundation mission is supported by over 1500 corporate Members, many of which come from or serve the financial services industry. FINOS will be closely working with The Linux Foundation to grow the Membership base amongst global financial services firms and technology vendors.

### SYNERGY AND FOCUS

Additionally over 75% of current FINOS funding comes from firms already Member of the Linux Foundation, hence we'll be able to identify synergies in terms of internal focus and budget in most of our current Members.

## PROJECTS

### NEW PROJECTS

As the Financial Services vertical of the Linux Foundation, FINOS will be involved in several opportunities for new industry projects that are currently hosted or prospectively looking to be contributed by the Linux Foundation.  
More to come soon!

### EXISTING PROJECTS

Existing projects from FINOS will gain broader visibility and will have a chance to more closely collaborate on a standard governance basis with upstream projects in the Linux Foundation, e.g. Electron, Node.js, Kubernetes and Hyperledger.

## COMMUNITY

### CONSOLIDATION

Being the sole umbrella for Open Source in financial services reduces Community fragmentation and allows the whole industry to collaborate on common projects and unified governance.

### CROSS-POLLINATION

The Linux Foundation engages with hundreds of thousands of open source savvy developers worldwide: this will bring new contributors to FINOS and support the mission of cross-pollinating the financial services industry with the "open source way".

## SUPPORTING SERVICES

### TRAINING AND CERTIFICATION

FINOS Members will be able to tap into dozens of existing courses on open source and technology. Also FINOS will be able to stand up technology / people certification programs.

### EVENT MANAGEMENT

The Linux Foundation has a stellar event management team which will be organizing Open Source Strategy Forum moving forward and will merge their Fintech event with it.

### OSS READINESS & INFRA

FINOS will be able to leverage a battle-tested open source collaboration infrastructure as well as join forces with Open Source Readiness existing efforts like the TODO group and OpenChain.

### COMMUNITY ENGAGEMENT

The Linux Foundation offers an advanced platform and several channels to grow community, including advanced analytics, project funding and mentorship programs.

# Unity is Strength



Read the [press release](#), [FINOS Blog](#), [LF Blog](#) and [FAQs](#)

# Linux Foundation project enablement services

## Events



We gathered over **50,000 attendees** from over **11,000 organizations** across **113 countries** in 2019

## Legal



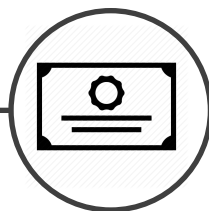
We **manage IP for the world's most important tech** and have some of the world's top source legal team in house

## Training



We have **trained millions of students** through free and paid online training, online skills certification, and on site e-learning

## Certification



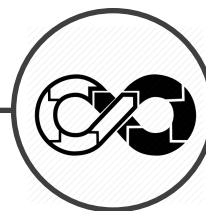
We have designed and implemented both software and hardware **testing and certification programs**

## Developer Marketing



We have the **largest share of voice of any open source foundation** and a proven method to build large scale developer programs

## Developer Operations



We **host the infrastructure that develops the world's largest software communities** and provide release mgmts., IT ops and support

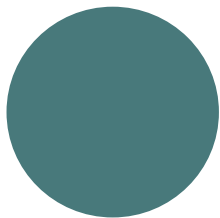
## Application Security



In addition to massive peer review, **our projects are regularly audited and pen tested.** We offer bug bounties, dependency analysis, and code scanning.



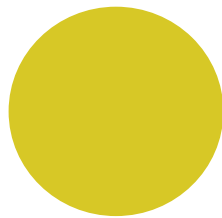
# Our Membership tiers



## 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 (\*)**

Suitable for startups, and small consulting firms with limited resources but an appetite to contribute

*FINOS Members must become Members of the Linux Foundation at any tier. More info [here](#)*

*(\*) Silver fees scale based on numbers of employees: \$10,000 for < 10 employees, \$20,000 for 10 to 100 employees, \$30,000 for > 100 employees*

...and is one of many ways we hope you will engage



## CONSUME

[finos.github.io](https://finos.github.io)  
[finos.org/knowledge-base](https://finos.org/knowledge-base)  
[www.finos.org/get-involved](https://www.finos.org/get-involved)  
[twitter.com/finosfoundation](https://twitter.com/finosfoundation)



## CONTRIBUTE

Issues/PRs to [FINOS Projects](#)  
A [new idea or existing Project](#)  
Integrated Your Technology in [ODP](#)  
Host an [event with FINOS](#)  
Join a Project [meeting](#) or [Mailing list](#)



## BECOME A MEMBER

Join our [current Members](#)  
Join the [Board of Directors](#)  
[Email us](#) for more details on  
Membership Benefits



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Become a member today!

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