

Solving the top challenges in the financial industry

Traditional banks and credit unions have been on a roller-coaster of change over the past several years, and the landscape is shifting quicker and quicker. How are you positioned to deal with the immediate technology challenges facing financial institutions of all sizes?

- ! Regulation and deregulation
- ! Ongoing fintech disruption
- ! Demand for better experiences



Know your growth-blockers

From high-resource megabanks to fast-moving fintech startups—mid-size institutions are feeling pressure on both sides to evolve. However, most banks and credit unions have not undergone the scale of transformation needed to join the digital banking age. Let's look at what's holding you back, so you can move forward faster:

Are you stuck inside the box?

Bank-in-a-box software will continue to age and costly vendors offer little innovation, which is tablestakes for getting ahead.

Are you moving at yesterday's speeds?

Outdated skill sets and ineffective processes across your organization prevent teams from moving at the speed of business.

Is an intelligence-lack holding you back?

Without real-time and actionable business insights, it's hard to spot growth opportunities or measure return on investment.



“Regional banks are spending a higher percentage of assets on technology than the four major mega-banks”

Forbes

Spot opportunities on your horizon

You’re at the precipice of change, where it’s either move forward or get left behind. Rather than resist, successful banks and credit unions will turn towards technology to drive discretionary leaps into the future. So how can you funnel your IT dollars into strategic initiatives that will leverage your existing charter, risk management strategies, and business visionaries?

1. Join forces in fintech

Form a symbiotic relationship with a technology innovator who can bring value to your customers and business.

2. Invest in custom solutions

Introduce truly competitive solutions—and avoid vendor licensing hooks—by building technology innovation into your growth strategy.

3. Modernize your system AND processes

Establish modern processes and a new system architecture that are maintainable and elastic for your current and future needs.



“In 2017, fintechs originated 36.2% of unsecured personal loan balances vs. 1% in 2010. Banks have gone the opposite direction: in 2010, they originated 34.1% of such loans, vs. 26.4% in 2017.”

CNBC

Top tactics to get ahead

Fintechs are clearly gaining an edge on your business, but it’s not just the up-and-comers you have to watch out for. Technology stalwarts like Apple and Amazon are also reaching further into the banking market. With so many outside players invading your space, what steps do you need to take to remain competitive? Transforming your customer experience, improving your data security and fraud prevention, and breaking up the costly monoliths should be at the forefront of your strategic plan.

✔ Leverage modern assets

Modernize your software and your business by leveraging both cloud and on-prem solutions and adopting modern processes.

✔ Embrace Agile practices

Introduce Agile practices to both technology and business lines to accelerate your delivery pipeline.

✔ Adopt a DevOps culture

DevOps delivery aligns IT operations closer to project demands to optimize business value.

✔ Beef up data security

Increase your fraud prevention and data security with biometric methods and enhanced business intelligence.

✔ Break down your monolith

Build right-sized applications that adapt at the speed of business and enable you to realize control and cost-savings.

✔ Streamline siloed data

Integrate different LOBs with a clear API and architecture strategy that brings together disjointed data and improves the customer experience.

✔ Get an M&A guide

Mergers and acquisitions can be beneficial, but complex: Find a thought leader to guide you through the process

✔ Deliver Banking as a Service

Look into API management to deliver banking as a service to commercial customers or other financial institutions.



Control your destiny

Wondering how all this works in practice?
Here's a success story for you:

Headspring has engaged a worldwide banking and financial services holding company that seeks to break free of mainframe hosted core banking software. The ever-rising cost of licensing the platform and challenges of maintaining the applications with skilled technologists were threatening to hold the business back. We presented a strategy for modernizing the core banking application by breaking the monolith system into right-sized services, based on business priorities. In addition to lowering cost, the transition to a distributed architecture will better align technology to lines-of-business and improve resiliency going forward. Developing custom applications will also put control back into the hands of business stakeholders rather than costly vendor partners, empowering them to adapt to industry shifts and changing regulations.

Ready to take charge of your business' future?

Let's talk about tackling *your* pressing challenges.

Get in touch



10415 Morado Circle #300, Austin, TX 78759

info@headspring.com | (877) 459-2260 | www.headspring.com

