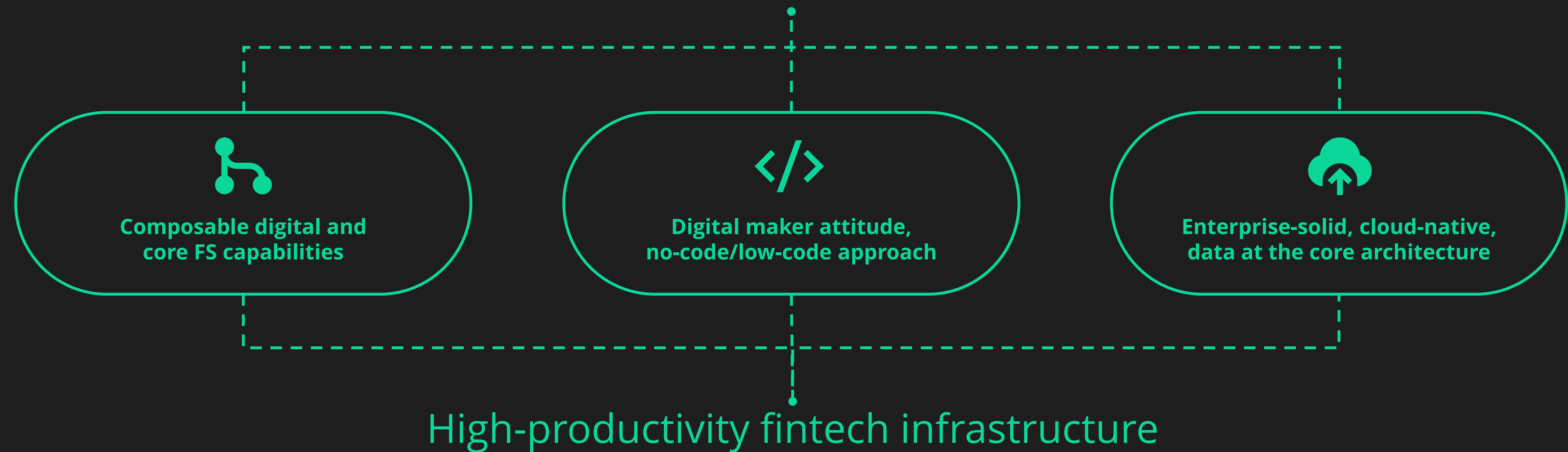


# FintechOS partner growth

Todi Pruteanu  
VP Ecosystem  
FintechOS

# Our product vision aims to drive a paradigm shift in how FSIs engage with their customers



# Why partnering?

Product innovation

Relevant and timely offering

Customer momentum

Partner-aligned business model

Sound commitment towards our partners success

# Collaboration patterns



**Organizations with proven domain expertise extending the solution portfolio with FintechOS**

Examples: Tesselate Group, psKinetic, EY, Deloitte, The Data Company

# Collaboration patterns



**Organizations with proven domain expertise extending the solution portfolio with FintechOS**

Examples: Tesselate Group, psKinetic, EY, Deloitte, The Data Company



**Organizations with established technology practices, such as low-code, addressing the Financial Services industry with FintechOS**

Examples: Nitor Infotech, Advisority, GambIT Digital, Persistent Systems

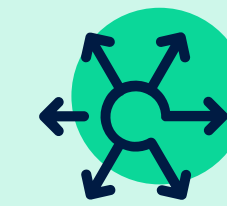
# Partner revenue streams

- Business consulting including process design, market assessment, regulatory compliance
- Product subscription sales
- FintechOS solution implementation
- Systems integration
- End-to-end project/program management
- Solution localization including UX designs, additional connectors etc.
- Support & maintenance



## 3-5x

Revenue multiplier  
for Partners



## 160%+

Net Retention Rate



## 200%

FintechOS growth  
planned in 2022



## \$100M

Business opportunity in the  
FintechOS ecosystem in 2022

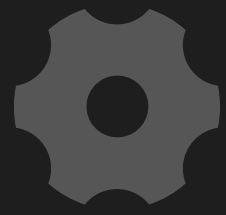
# GTM priorities



## FintechOS solutions

- Personal Finance
- SME Lending
- Mortgages
- Property Insurance
- Commercial SME Insurance
- Health Insurance
- Life Insurance

# GTM priorities



## FintechOS solutions

- Personal Finance
- SME Lending
- Mortgages
- Property Insurance
- Commercial SME Insurance
- Health Insurance
- Life Insurance



## Partner solutions

- Enhance FintechOS solutions i.e. localization, regulatory, UX
- New solutions to address the broad FS opportunity represented by est. 35 Banking verticals, 25 Insurance verticals etc.
- FintechOS Marketplace listing



# Thank you!

Thank you for your time.

FintechOS 22 is here and we are ready to support your commercial and implementation teams.

## What's next?

1. Get up to speed with FintechOS 22 with the new Academy  
<http://academy.fintechos.com>.
2. Search for your favorite app on FintechOS Marketplace  
<https://marketplace.fintechos.com>.
3. Register on the FintechOS Partner Portal  
<https://partners.fintechos.com>.

Implementation partners, *book today your session with our Partner Success team* to update your training plan for FintechOS 22.

Commercial partners, get acquainted with our priority solutions for banking and insurance and *engage our Partner Sales team to plan the GTM initiatives*.

For anything else, just get in touch with us:  
[partners@fintechos.com](mailto:partners@fintechos.com).

Access all the recordings from  
FintechOS Leap 2021 at:  
<https://leap.fintechos.com/>

Ready to find out more? We'd love to hear from you:  
[hello@fintechos.com](mailto:hello@fintechos.com)