

Deliver the financial services customers want

Co-innovation with Orange Business Services



Innovation is vital in the dynamic financial services market. Our financial services experts can guide you through the entire innovation process from awareness-raising workshops through to targeting customer requirements.

An innovative mindset fosters long-term development and positions you to deal with industry shifts and new models, such as the advent of open banking and data sharing through application program interfaces (API).

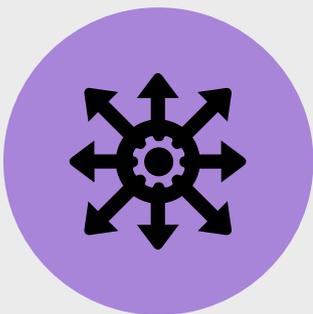


Innovation-on-demand

One of the biggest challenges to financial institutions lies in their traditional rigid siloed structure. The chain of command is complex and innovative ideas can easily get lost in a labyrinth of processes. Cultural change therefore is a vital prerequisite to create the innovative new services that customers want.

Our solution

Our finance-focused innovation program can help you focus your resources organization-wide on identifying and meeting new opportunities. We have developed an end-to-end approach for innovation that goes from assessment to continuous improvement, with a focus on change management. We provide a structured program that is focused on the creation of real business value.



Open innovation

Customers want multiple channels and the ability to deal with their finance and insurance needs anytime and anywhere. Many financial institutions can find it difficult to meet these demands and create products that customers want. This is where APIs come in. Singapore-based DBS Bank, for example, has an API platform consisting of 150 APIs from accounts to payments and loans. Consumer-facing companies such as McDonalds have already plugged into these APIs to provide customers with cashless payment options.

Our solution

APIs allow companies to grow rapidly by letting them share assets with external organizations, monetize existing services and create new revenue streams. Our API libraries are designed to help you design, build and support apps and services that target digital banking channels. APIs can also be shared with fintechs and software developers. This has the potential to significantly accelerate your digital ambition and customer impact.



**Business
Services**



Banking-as-a-platform

Rigid regulations have hampered innovation in financial institutions, often making it difficult to come up with exciting new personalized offerings. The arrival of open banking, however, provides a real opportunity to expand offerings and services, making them more customized and giving them individual appeal.

Our solution

The integration and delivery of financial services is changing with the arrival of new channels, products, partnerships and services. Our banking-as-a-platform service targets the wealth management industry. It contains out-of-the-box solutions, such as robo-advisors, client and advisory dashboards and portfolio management solutions. This innovative service addresses the financial industry's requirement for hosting data off premises in the cloud, but onshore in the country of origin.



Assessing your digital maturity

The sheer size and age of financial organizations often makes it inherently difficult to immediately see where opportunities are to digitize both the internal operations model and the customer experience, moving from manual processes to full digitization.

Our solution

We can provide your organization with a free Digital Maturity Assessment, so you can identify which areas need improvement and which should be prioritized for digitization first. It provides the foundation for an end-to-end transformation plan, highlighting potential digitization projects and those that would benefit from a proof-of-concept (PoCs) or pilot program to take the concept forward.

Orange Business Services can help accelerate your innovation processes:

- Designing and driving a strategy of continuous innovation
- Encourage experimentation and nurture a culture of innovation
- Providing a new way of looking at your business to identify opportunities
- Accelerate time to market

Why Orange

By partnering with Orange Business Services, you will be driving opportunities with one of the global pathfinders in innovation. We have faced the challenges of digital disruption and understand the importance of innovation, which is why we have set up innovation labs across four continents.

-  Global team of 8,000 researchers, technicians, designers and marketers
-  €700 plus million euros invested in research and development
-  100 plus start-ups supported every year as part of the Orange Fab program
-  15 innovations labs established globally

For further details please go to: <https://www.orange-business.com/en/solutions/consulting>

