

Core Platforms Resources for ABA Members

ABA Core Platforms Committee

Identify actions that can strengthen the relationship between banks and core providers so banks can deliver the innovative products and services customers want and need.

ABA Core Platforms Committee

Industry Accomplishments:

- Key areas of focus: Data Access, APIs and Contract Fairness
- Core Provider Engagement
 - FIS, Fiserv, Jack Henry, Finastra
 - 22 additional cores
 - Meetings with Akoya and FDX
- Policy Discussions
- Regulator Meetings
- Banker Education
- Industry Survey

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Bank Resources:

- ABA member only [page](#):
aba.com/core

ABA is focused on ensuring that community and midsize banks can deploy the modern, innovative tools they need to compete effectively in today's marketplace. That means helping member banks improve their relationships with core platform providers; promoting core innovation as a policy imperative; opening more opportunities for innovation; and providing recommendations for banks and their cores to move forward together.

Working through its [Core Platforms Committee](#), ABA has identified bankers' top priorities for strengthening the bank-core relationships as data access, API deployment and contract fairness. To advance those priorities, the committee is developing resources that banks can use as part of their conversations with core providers. Resources currently available were developed to help banks understand the core provider space and to provide information to help banks make informed decisions. These include a set of [Principles for Strong Bank-Core Provider Relationships](#) that banks can use as part of their conversations with their own providers and a [visual timeline](#) outlining ABA's efforts towards strengthening bank core relationships, as well as a variety of other helpful resources.

Banker Resources

- [ABA 2020 Core Processor Survey Results](#)
- [Presentation Deck](#)
- [Principles for Strong Bank-Core Provider Relationships](#)
- Article: [So You're Ready to Negotiate a Core Processing Contract](#), ABA Banking Journal, May 2, 2020

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Bank Resources:

- Presentation Deck
- Written Jack Henry, Finastra, FIS and Fiserv responses
- Committee reaction to responses
- [Principles for Strong Bank-Core Provider Relationships](#)
- Podcasts
- Timeline Graphic
- Fact Sheets for 25 Core Processor Providers

CORE FUNCTIONALITY

Lending Cloud. Supporting the full life cycle of all types of loans from origination to servicing to collections. Product factory able to create thousands of configurations of SME, consumer, mortgage, corporate and leasing product types.

Deposits Cloud. Supporting the full life cycle of all deposit products from current accounts to term deposits, with or without overdraft facility, and the full range of interest and fee calculation options. Full ability to customize data capture on account and tx level.

Current Accounts Cloud. Supporting the current/transactional accounts which are linked to debit or credit cards, including authorization holds, payment orders and standing orders with searchable and taggable transactions and account metadata.

Transactions and accounting. Full real-time balance sheet, profit-and-loss and trial balance visibility and transaction-level traceability on all account activity with fully customizable and searchable reference data.

Customer information. Track and store all customer data with fully configurable fields, multiple clients types and relationships. Manage individuals, businesses and groups with easy integration to external CRM or marketing systems.

Notification services. Automated SMS, emails and webhooks to inform customers of key account activity and support collection workflows. Fully templatable and styleable.

QUICK FACTS

Headquarters Location:
Berlin, Germany

Website:
mambu.com

Year Established: 2011

Ownership Model: Private

Regionally Focused or National: Global

Number of Cores Offered: 1

Name of Core Solution:
Mambu

Number of US Banks on the Core: 1

Functionality: True SaaS banking cloud that supports lending, deposits and current/checking account products, as well as subledger accounting.

Target Bank Asset Size:
Tiers 1-4

Business Strategy: Mambu states that they are focused on helping banks with their digital transformation journeys through a phased approach versus a full core "rip and replace."

Reference data. Fully configurable data on customers, business, accounts and transaction for any field types and natively searchable.

Operational reporting. Highly flexible custom views, lookups, filters and sorting on all data across all object types, including custom fields. Searchable and sortable across all objects including customers, accounts and transactions.

Activity audit logs. Full traceability on all activity in the system from every changed field to every user action in a tamper-proof independent store for easy auditing.

Output management. Automatically generate statements and contracts, store all customer KYC and support bespoke documents.

FIRM'S RESPONSE TO CORE COMMITTEE'S KEY AREAS OF FOCUS

Bank Access to Customer Data

Mambu states that data is customer's data; full access to data at any time via APIs or backups. No cost to access data.

Mambu is implementing open banking standards compliance globally through partners (such as SaltEdge for OpenBanking UK and PSD2 in Europe), or through providing open APIs and allowing banks to build their own solutions. FDX-compliant open banking partner is part of the marketplace roadmap.

Approach to, and Status of, Open APIs

Mambu states that they have public APIs documented on api.mambu.com for internal bank systems integrations. APIs are used to expose Mambu to 3rd parties (customers and data aggregators). Ecosystem components are used to expose Mambu APIs in a secure and compliant way.

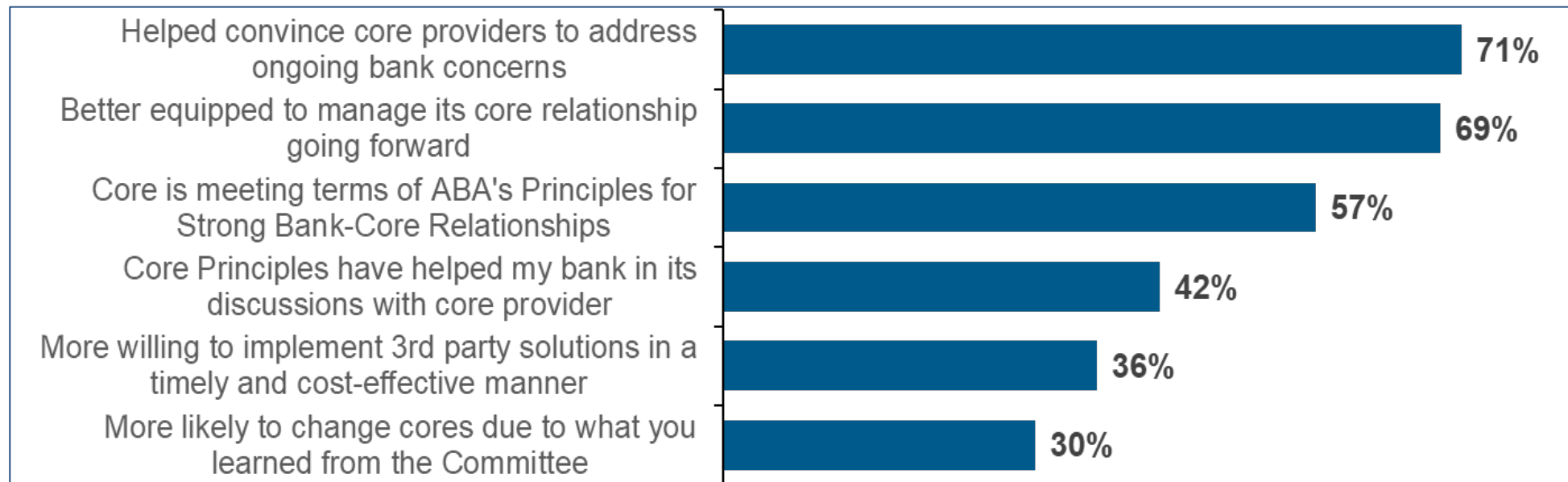
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Bank Resources:

- Sample Core Processing RFI and RFP
- Webinar with Jack Henry, Finastra, FIS, Fiserv
- Webinar Series and articles
 - *Top 10 Contract Issues to Discuss with Your Core Provider*
 - *The Emerging Core Provider Landscape*
 - *ABCs of Open APIs*
 - *Articles:*
 - [*So You're Ready to Negotiate a Core Processing Contract*](#)
 - [*Core Selection Strategies*](#)
- ABA Core Processor Survey

ABA Core Survey

Bank results regarding Core Committee efforts:



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Key Learnings:

- The landscape is larger than thought
- New cores are bringing new technology
- Need within this space to understand cores technology roadmap and associated costs to banks

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Key Learnings:

- Line core up with your strategy
- Understand a core's third-party accessibility mindset, ability to integrate, cost and timeline
- Committee is making a difference
 - Movement on contracts
 - Better conversations and at higher levels
 - Educating the industry

Ongoing Industry Involvement

- Information in the deck may help with discussions with your core specific to Data, APIs and contract terms
- The information on Jack Henry, Finastra, FIS, Fiserv provides insight into each company and the committee comments provide banker reaction to these readouts
- The 22 fact sheets on existing and emerging fact sheets provide additional information on the market

Ongoing Industry Involvement

- Template RFI and RFP are banker developed resources to assist evaluation process or to ask questions now of your existing core
- Articles:
 - [*So You're Ready to Negotiate a Core Processing Contract*](#)
 - [*Core Selection Strategies*](#)
- [Principles for Strong Bank-Core Provider Relationships](#)
 - List of Core Providers
- Continue Committee Efforts

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Next Steps:

- Create an ongoing open core processing banker committee
- Continue conversations with regulators and policy makers
- Continue conversations with core processor providers
- Continue with education/updates via conferences and meetings
- [ABA Bank On Initiative](#)

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