

An Overview of the TCS BaNCS Ecosystem

**The success of an ecosystem is driven by
the convenience and value it offers**

**Solution
and
Technology
Partners**

**Channel
Partners**

**TCS BaNCS
Marketplace**

In a world driven by the end customer's power of choice and demand for seamless interoperability, TCS BaNCS offers banks and financial services firms the power of creating and leveraging the emerging innovative world, fostering a culture of self-service and collaboration.

In many ways, we see TCS BaNCS as akin to a "Financial Operating System" enabling a marketplace of options that extend the enterprise, leaving the choice with our customers.

<https://www.tcs.com/bancs/ecosystem>

Solution and Technology Partners

The fintech experience is all about cutting edge technology, innovative customer journey mapping, value for money, and clean and simpler customer experiences. Their focus on underserved niches has aided their unique positioning in value chains. We connect, evaluate and curate innovative solutions offered by our fintech and insurtech partners to compose new OpenX solutions to jointly add value to banks and financial institutions. The power of a system today flows from how it enables reusable, externalizable APIs and the TCS BaNCS Marketplace does just that. By becoming a provider and consumer of APIs, we will help our clients leverage the combined power of fintechs, aggregators and integrators.

It's all about innovation through collaboration today. Where ecosystems are gaining prominence as the absolute way to succeed in the "new normal."

Open X or Banking/ Open Finance initiatives driven by regulators and/or by industry across the globe are also providing the right impetus towards this trend of collaboration. The end consumer has many more choices to bank now, with existing business models being disrupted.

Financial service firms are increasingly adopting the ecosystem approach to innovate and are collaborating with FinTechs and InsurTechs and other players inside and outside the industry. Technology vendors are facilitating this process by establishing an ecosystem which provides not only innovative solutions, but also the right partners to enable transformation.

<https://www.tcs.com/bancs/ecosystem/solution-and-tech-partnerships>

Channel Partners

Our ecosystem of Channel Partners, as part of the Global Channel Partner Program, enables us to sell and implement our comprehensive suite of solutions spanning the three lines of businesses of Banking, Capital Markets, and Insurance in multiple markets. It is designed keeping in mind the latest and most relevant product innovations, as well as in ensuring execution certainty with comprehensive product enablers.

TCS BaNCS' ecosystem of Channel Partners, as part of the Global Channel Partner Program, enables us to sell and implement our comprehensive suite of solutions spanning Banking, Capital Markets and Insurance in multiple markets.

We strongly believe that collaboration is key to creating the right value for customers and this program is designed keeping in mind the latest product innovations in tandem with ensuring execution certainty using comprehensive product enablers.

The Global Channel Partner Program from TCS BaNCS is backed by:

- A world-renowned brand known for its values and ethics of doing business
- Products that are both local and international in its functional depth and breadth
- A global team of consultants across geographies available to support with sales, pre-sales and implementation
- Our standard TCS BaNCS implementation methodology, powered by product configuration accelerators and a host of other support tools helps institutions in quick go-to-market hence enhancing the ROI

Strong Partnerships Across the Globe

- A gamut of local and international partnerships, curated to jumpstart a bank's growth
- Quick accessibility and support along with a strong enablement program from the TCS BaNCS Academy
- Instant access to the world of fintechs leveraging on

<https://www.tcs.com/bancs/ecosystem/channel-partnerships>

TCS BaNCS Marketplace

Comply, Collaborate and Compete

TCS BaNCS has created an ecosystem for solution and technology partners who bring in the right innovations and enablers that can be quickly adopted by any financial services firm. The TCS BaNCS partner program evaluates, curates, and connects with prospective partners to compose new and innovative OpenX solutions, and jointly add value to the business of banks, financial institutions, and insurance companies. The TCS BaNCS Marketplace facilitates the easy discoverability of these solutions and APIs

Join the TCS BaNCS Marketplace:

<https://marketplace.tcsbancs.com/>

Please write to us at tcs.bancs@tcs.com if you are interested in joining our family of partners or in knowing more about the TCS BaNCS Ecosystem.