



FIS

Corporate Liquidity

# Partnership Program Overview

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## About FIS

FIS is the world's largest global provider dedicated to corporate, banking and payments technologies. FIS serves more than 20,000 clients in over 130 countries, and our technology powers billions of transactions annually that move over \$9 trillion around the globe. FIS is a public, Fortune 500 company and is a member of Standard & Poor's 500® Index. FIS' more than 50,000 worldwide employees are passionate about moving our clients' business forward. FIS offers the leading liquidity and risk management solution for corporations, insurance companies and the public sector.

## Program Background & Objectives

FIS Corporate Liquidity (legacy SunGard) is excited to announce the introduction of a new partnership program, recognizing the opportunity to strengthen the relationships FIS has with consultancies and treasury technology providers, to the mutual benefit of our clients.

### Objectives of the new program include the following:

- Improve FIS solution education within consultancies, helping consultancies to be more effective as they advise mutual clients of solution capabilities during system selections and implementations.
- Provide solution training and certification as desired by consultancies to improve solution delivery.
- Onboard resellers for our Integrity SaaS solution who are interested in accelerating their own business growth in cooperation with FIS.

## Why Partner with FIS

### Growing Your Business with Ours

By joining the FIS strategic partner community, your business will have the opportunity to grow with ours. Education, training and access to FIS solutions will allow your business to grow through jointly managed professional services engagements, including implementations and system optimizations, managed services offerings using FIS solutions, and reselling/white-label opportunities. Additionally, access to our mutual clients will allow for simplified referrals for non-system-related engagements, such as banking rationalizations, treasury technology road maps, gap analysis/best practices reviews, and more.

### Better Serving Your Clients

Your clients are relying on you for comprehensive treasury advisory, services and solutions. By partnering with FIS, you'll gain access to the latest in FIS market research and solution development information, improving the quality of consulting services to our mutual clients through greater, higher quality information access. Additionally, your team will have the opportunity to work in conjunction with FIS product leadership in the introduction of new, valuable thought leadership and marketing content. The FIS partnership will enhance your collective customer journey and experience, helping to support your own business growth.

## Strengthening Your Brand

The FIS partnership will strengthen your brand in the treasury marketplace. FIS is the largest global provider dedicated to corporate, banking and payments technologies. Our experience and brand strength has been gained over a period of 50 years in financial services, and 30 years in treasury – longer than any other treasury technology provider. That experience is reflected in the satisfaction of our current clients and awards we've received over the years related to product, service and client commitment. Many other treasury technology providers, by contrast, are very small, privately or private equity-owned organizations.

## About Integrity SaaS

Integrity SaaS is the primary solution offered through our partnership program. Integrity delivers a full service, modern SaaS platform which allows FIS to provide market-leading treasury, risk and payments processing functionality, linked to a very high service level, into the corporate treasury market via direct and indirect, partnership and white-label, selling approach. As a testament to the strength of our product, we have won a variety of Treasury Management International (TMI) and Global Finance awards for over 10 consecutive years, including best overall treasury technology provider, solution innovation, cash management and payments. The Integrity SaaS solution is among the fastest-growing solutions in the FIS corporate liquidity solutions portfolio.

## FIS Integrity SaaS Solution: Spotlight on Awards and Recognition



### FIS Integrity SaaS Awards

- Best overall Treasury Management System by Treasury Management International Magazine (TMI)
- Best Global Treasury Management Software by Global Finance



### FIS Integrity SaaS Recognition

- Leader in IDC MarketScape Cloud-Based Treasury Management System Vendor Assessment

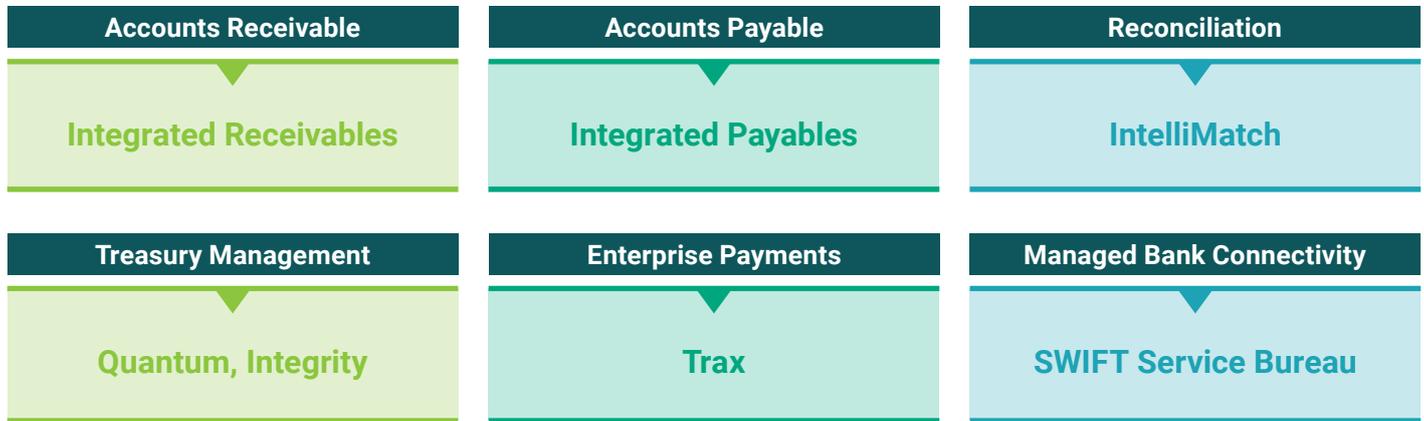


### FIS Integrity SaaS Customer Awards

- Endemol Shine, in cooperation with Zanders, received a Global Finance Award for Global Best Corporate Implementation of a Treasury Management Systems Program

### Corporate Liquidity Solutions

FIS is the **only vendor** providing **end-to-end solutions** for Receivables, Payments, Treasury and Bank Connectivity



### Program Structure

The Integrity partnership program has four partner level options, described below. All partnership levels are available for the Integrity solution. At this time, our Trax and Quantum solutions are offering only a knowledge-level partnership. However, we are open to exploring customized solution partner opportunities for mutual clients utilizing those solutions.

PARTNERSHIP TYPE	PARTNERSHIP LEVEL DESCRIPTION	PARTNERSHIP LEVEL BENEFITS
<b>Knowledge Partner</b>	Standardized communication with exclusive release updates, strategy and growth news, and more – for flagship treasury and payments solutions Integrity SaaS, Quantum and Trax.	No-cost, no-effort access to confidential FIS development highlights, improving the quality of consulting services to clients through greater FIS solution knowledge.
<b>Solution Partner</b>	Solution certification training program allows for consultancies to remarket advanced product knowledge to clients, endorsed by FIS. Opportunistic servicing engagements.	Exclusivity: FIS will only support configuration performed by certified consultancies. Remarketing: Remarketable certification using FIS remarketing template, which FIS will jointly market and socialize.
<b>Treasury-as-a-Service Partner</b>	Ability for consultancies to use the solution as a primary system to manage client treasury functions, including solution certification and sandbox. FIS joint marketing and publicity for SaaS agreements.	Ability to offer comprehensive treasury as a service solution to clients, adding value to these service offerings through the use of state-of-the-art treasury technology.
<b>Reseller Partner</b>	Revenue share reselling agreements, generally for developing countries and markets. Resellers receive solution training and access, joint marketing/publicity, and full support from FIS professional, technical and customer service teams.	Opportunity to expand consultancy business through the direct sales of treasury technology to clients, without the additional costs of technology development, support and maintenance. Partners will have exclusive access to certain geographic and mid-market segments of the market, ensuring a sizable opportunity for growth.

### Program Enrollment

Enrollment is simple. Contact our FIS Channel organization at [FIS.Channel@fisglobal.com](mailto:FIS.Channel@fisglobal.com) for more information.

### About FIS' Corporate Liquidity Solutions

FIS offers a leading liquidity and risk management solution for corporations, insurance companies and the public sector. The solution suite includes credit risk modeling, collections management, treasury risk analysis, cash management, and payments centralization and standardization. The solutions help consolidate data from multiple in-house systems, drive workflow and provide connectivity to a broad range of trading partners including banks, SWIFT, credit data providers, FX platforms, money markets, and market data. The technology is supported by a full range of services delivered by domain experts, including managed cloud services, treasury operations management, SWIFT administration, managed bank connectivity and bank onboarding. FIS' solutions can be deployed in SaaS, public cloud or on-premise environments. For more information, visit [www.fisglobal.com/corporatesolutions](http://www.fisglobal.com/corporatesolutions).

### About FIS

FIS is a global leader in financial services technology, with a focus on retail and institutional banking, payments, asset and wealth management, risk and compliance, consulting and outsourcing solutions. Through the depth and breadth of our solutions portfolio, global capabilities and domain expertise, FIS serves more than 20,000 clients in over 130 countries. Headquartered in Jacksonville, Florida, FIS employs more than 50,000 people worldwide and holds leadership positions in payment processing, financial software and banking solutions. Providing software, services and outsourcing of the technology that empowers the financial world, FIS is a Fortune 500 company and is a member of Standard & Poor's 500® Index. For more information about FIS, visit [www.fisglobal.com](http://www.fisglobal.com)



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