Sopra Steria Financial Services
Vision and Value Proposition
The Financial Services sector spearheads Sopra Steria Group

- **Revenue**
  - $5.2B
  - Revenue in Financial Services

- **Employees**
  - 47,000
  - Experts in Financial Services

**Clients**

- 95% Of the biggest banks in Europe
- 87% Of the top global captives and asset finance lenders
- 60% Of the biggest banks in Africa
When banks started to enter the Digital Battlefield...
Everyone is now on the digital battlefield…

- **84%**: Of customers use online banking at least once a month.
- **1/50**: For every time a customer visits a branch, they use their mobile banking app 50 to 80 times.
- **88%**: 88% of consumer-bank interactions will happen through smartphones by 2022.

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**Digital Banking** immensely intensified the **competitive landscape** and triggered an **efficiency plan across all processes**.

Sources: Forbes, BCG, The Financial Brand
Turning clicks into cash
Our capabilities to solve the click-to-cash problem

INTEGRATION
Knowledge of maturity of technologies to implement robust and sustainable systems

CONSULTING
Anticipating business trends to advise clients on their strategic roadmap

PRODUCTS
Reading market's weak signals to create strong differentiating products
How do we manage our innovation ecosystem?
How to transform Clicks into Cash?

Open Ecosystems
Enabling financial institutions to **open their ecosystems and data** to third-party vendors by using modern platforms, Fintechs and APIs

Customer Centricity
Understanding the end-customer deeply to drive **human-centric products and services**

Intelligent Processes
Making the enterprise processes more intelligent, efficient and effective, primarily using **automation, ML, AI, and Data**

Go-To-Market Agility
Enhancing the **speed and innovation of the enterprise processes and product time-to-market**

Business Resilience
Ensuring that infrastructure, applications and business models are **secure, resilient, and sustainable**
Open Ecosystems

Enabling financial institutions to **open their ecosystems and data** to third-party vendors by using modern platforms, FinTechs and APIs

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<td>b. API Management &amp; Governance</td>
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<td>c. User-Permissioned Data (PSD2)</td>
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<td>b. Request to Pay</td>
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## Intelligent Processes

Making the enterprise processes more intelligent, efficient and effective, primarily using **automation, ML, AI, and Data**

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<td>a. Ethical Debt Management (EDM) b. Loans &amp; Collections</td>
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Thanks