

# Leaping into Open Banking

Over the last year, the 9 largest UK banks have worked hard to implement the Open Banking standard and make selected services available through Open APIs. The cultural, organisational and technical obstacles to overcome cannot be overstated. As the remaining UK banks formulate their response to Open Banking, it's time to consider the lessons learnt from the first adopters and to remember that being compliant with the Competition and Markets Authority (CMA) order, is a condition necessary but not sufficient to ensure competitiveness in the long run.

**T**he adoption of the Open Banking standard will be just the first step on a much longer journey, and ignoring the disintermediation and maturity aspects inherent to this new ecosystem may have profound implications for business model profitability, and even viability.

CGI's Open Finance offering provides an accelerator for the digital transformation of the financial sector, bringing the ability to integrate traditional organisations and FinTechs into new offerings for their clients. Our Open Finance platform offers integration both externally, using our third party enrolment portal, and internally using our API orchestration service allowing organisations in the financial sector to drive towards a flexible platform strategy while leveraging their existing systems and services

## DO YOU KNOW WHERE YOU ARE?

Adoption means much more than providing Open APIs. It means adapting your business model to compete in a new market dynamic, where your customer has the power to decide who can access their data and how you can use it. This is a completely new paradigm for banks, so much so that we have seen some of the big banks spin up their smaller digital versions, acknowledging their need to change.

As your organisation formulates a response plan, preparing to eventually join the new ecosystem and interact with other participants, you must assess your organisation's current maturity state, which is necessary to accurately evaluate the Open Banking implementation effort and impact.

## DO YOU KNOW WHERE YOU ARE GOING?

As in any new digital ecosystem, Open Banking will continue to gradually evolve, creating new challenges and opportunities. If your organisation has a clear understanding of its current state and can fully articulate its target maturity level, you will be in a better position to secure and deploy the resources required to execute this change, and the likelihood of success will be much higher.

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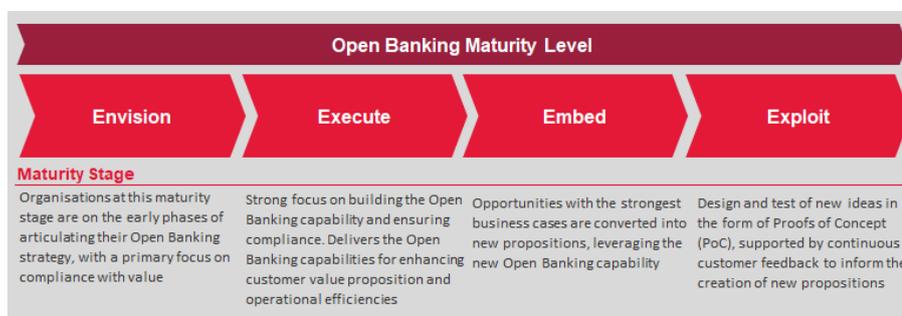
## WHAT WILL YOU DO WHEN YOU GET THERE?

To participate in the Open Banking ecosystem is not the ultimate goal. Your organisation may be perfectly compliant with PSD2 and CMA order, and acting as a data repository for third parties or even losing customer intimacy. Therefore, it's imperative to leverage the Open Banking standard as an opportunity to reinvent your business model and create new value levers.

Regardless of where you are in the Open Banking journey, it's critical to define the maturity level your organisation is aiming for. There is nothing wrong with remaining at the compliant only stage, as long as you understand what that means for your business in the long run.

## WHY CGI FOR OPEN BANKING

We've developed the CGI Open Banking Maturity Map® (OBMM) based on conversations with our clients and industry experts. This framework covers the whole spectrum of the Open Banking adoption journey, from shaping your Open Banking strategy, implementing the new standard to experimenting new ideas and exploiting the commercial aspects of this new capability.



## OUR OFFERINGS

We provide a full suite of consulting services and technology solutions to accelerate the digital transformation of your business, bringing the ability to integrate traditional products and FinTechs into new offerings for your clients, as well as ensuring compliance with PSD2 and Open Banking requirements.

To arrange a discussion about open banking or for more information, please contact Marcus Martinez on [marcus.martinez@cgi.com](mailto:marcus.martinez@cgi.com).

Or visit [www.cgi-group.co.uk/banking](http://www.cgi-group.co.uk/banking).

## What is your Open Banking Maturity level?

Regardless where you are in the Open Banking journey, it's critical to define the maturity level your organisation is aiming for and understand what that means for your business in the long run.

*"If one does not know to which port one is sailing, no wind is favourable."*

**Seneca**