

\$MARTER PAYMENTS TRACKER™

MAY 2018

FEATURE STORY

Why NACHA believes standardization can help make payments safer, speedier and smarter

– p. 8

NEWS AND TRENDS

Sixty-two percent of Canadian FinTech leaders expect APIs to have the greatest impact on financial services in the next few years

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DEEP DIVE

Just 3 percent of U.K. consumers have switched bank providers in the past year

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WHAT'S INSIDE

GATHERING INTELLIGENCE

is often key to helping just about any organization, company or individual become smarter. In the financial services world, intelligence and secure data sharing are critical to remaining relevant in a highly competitive landscape.

This landscape is no longer solely populated by traditional banks that oversee financial transactions on a customer's behalf, and FinTechs' services are of growing interest. The field is now crowded with organizations and startups that can take on some — though not necessarily the full range — of services offered by traditional financial institutions (FIs), including person-to-person (P2P) transfers, account monitoring and financial insights.

The proliferation of these FinTech providers presents a few challenges for banks. Traditional FIs often rely on legacy information technology (IT) systems that can be clunky and cumbersome compared to newer offerings. What's more, it can be expensive to replace these systems.

Customers' demand for financial services that fall outside an incumbent bank's offerings is too great to overlook, however, and many FIs are turning to application program interfaces (APIs) to deliver

them. APIs serve as more efficient, scalable ways to connect traditional banks' infrastructures to a FinTech or a competitor's platform – and all to better serve the customer.

This edition of the Smarter Payments Tracker™ examines how FIs, FinTechs and tech companies are addressing interoperability between legacy players and the newer FinTechs seeking to play a larger role in the space. It explores the developments disrupting how banks and FinTechs connect, as well as the new rules of data sharing – including those related to the Revised Payment Services Directive (PSD2) and open banking – aimed at expanding consumer choice and spurring greater financial product innovations.

Around the smarter payments landscape

APIs are not only offering greater interoperability, but also fundamentally shifting the ways FIs connect with each other across large geographic regions.

Take a look at the latest development from Swedish startup Tink, for example. The company recently launched its own API, enabling Nordic banks to more easily share data with third-party partners. It provides a single point of access for data instead of requiring them to establish separate connections with individual banks' APIs.

Another tech company recently launched a suite of more than 1,500 APIs following a

What's Inside

sponsored hackathon event. Oracle Financial Services collaborated with Oracle Startup Cloud Accelerator and the Oracle Scaleup Ecosystem to host the hackathon, which saw 13 participant companies use Oracle's Open Banking API sandbox to develop the new APIs. The resultant solutions can be used for identity verification, artificial intelligence (AI), credit scoring and personal financial management, among other applications.

In the U.K., mobile-only bank Yolt has taken its own steps to participate in the market's open banking initiative. It recently completed its open banking integration with RBS Group, one of nine major banks in Great Britain and Northern Ireland monitored by the local Competition and Markets Authority (CMA9). The integration allows users to compare financial products and track spending across services using a single app.

For more of the latest headlines in smarter payments, check out the Tracker's News and Trends section (p. 14).

Turning to ISO 20022 for industry standardization

Is standardization the key to offering improved payments interoperability? [The National Automated Clearing House Association \(NACHA\)](#) thinks so. According to George Throckmorton, managing director of NACHA - The Electronic Payments Association, financial players need a common language — a standard set of rules and operating procedures they can use to efficiently

EXECUTIVE INSIGHT

How do you see the API economy evolving in 2018 and beyond?

"At FIS, we view APIs as one of the most critical market forces transforming payments today. Ultimately, APIs drive new innovations and payments use cases to create the frictionless experiences end users will want to use repeatedly. Many banks don't have the capacity to focus on continually developing new innovations — nor should they. Common APIs allow FinTech vendors to focus on how to make core activities, products and services more functionally and contextually relevant to the user, so that financial institutions can continue to offer their customers the innovative technology they want and expect.

We launched our API library, FIS Code Connect, last year in recognition of the important role APIs will continue to play moving forward. This API library provides simple integration of new innovations and existing technology, and can be delivered and developed through existing FIS payment platforms into a single unified digital solution. It provides a robust developer portal, an easily navigated API catalog and fully operational monitoring and security services. FIS Code Connect empowers our clients to easily integrate new FIS services, and utilize them across the enterprise to provide a cutting-edge financial services experience."

JIM JOHNSON,
executive vice president of [FIS](#)

work together. He and his team believe ISO 20022, an international standard developed prepared by the International Organization for Standardization (ISO), could provide that common language.

For this month's Smarter Payments Tracker™ feature story (p. 8), PYMNTS spoke with Throckmorton to learn more about the benefits a shared language could offer the financial services sector, and the challenges standing in the way of standardization.

greater competition in the financial services space by making it easier for FIs to secure and share consumer data. But, launching the initiative has not been without challenges, and new issues could arise in different markets — like the U.S., which is home to roughly 12,000 FIs — as additional initiatives arise. This month's Deep Dive (p. 21) examines the state of open banking, how the initiative is progressing and the broader challenges that lie ahead for a more widespread rollout.

Deep Dive: Open Banking

The U.K.'s open banking initiatives have been in place since January, intended to encourage





90%

Percentage of U.K. FinTechs that plan to use open banking to boost their products and services



50%

Share of millennials who would prefer that all bills, bank accounts and investments, including digital currencies, be available in a single mobile app



63%

Portion of U.K. banking customers who are willing to share their financial data with competing banks, FinTechs or aggregators that provide better services



80%

Portion of banks that see open banking as an opportunity, not a threat



66%

Percentage of U.K. consumers who are concerned about how their data will be used under open banking

5 FIVE FAST FACTS



FEATURE **STORY**

How ISO 20022 Can Boost

Interoperability, Intelligence

HOW

ISO 20022 Can Boost Interoperability, INTELLIGENCE

Payments are getting faster, safer and smarter, as players ranging from established FIs to FinTechs work to move money in better ways than they did before.

Old or new, traditional FIs share a common problem: They still rely on legacy infrastructure, but digital-native FinTechs do not. This makes interoperability that much more difficult to achieve.

It's almost as if these various players are all speaking different languages, according to George Throckmorton, managing director of [NACHA](#) – The Electronic Payments Association, who equated the payments industry to a digital Tower of Babel. What these financial players need is a common language, a standard set of rules and operating

procedures that they can use to efficiently work together.

Throckmorton and his team at NACHA believe [ISO 20022](#), developed by the International Organization for Standardization (ISO), could be that common language.

“When you think about interoperability, a key element of that is standardization,” Throckmorton explained. “If you don’t have standardization, it’s just not going to work. At the highest level, standardization is an agreement to treat things the same, have the same definitions for terms and be able to work together efficiently. That’s the basic promise and potential of ISO.”

The success of a standard system remains dependent on its adoption across the financial

services space, however. If enough financial system stakeholders don't adopt and embrace

“

ISO is about interoperability, but the **selling point** for standardization is also one of great efficiency.

”

a standard system of working together, it won't matter how fast or safe payments get, he said.

PYMNTS recently caught up with Throckmorton to learn more about both the challenges standing in the way of standardization and the benefits a shared language could offer.

Standardizing payment technology for smarter, safer payments

ISO 20022 is designed as a global messaging standard that can be used by all financial standards initiatives. Originally debuted in 2004, and revised in 2013, it is intended to serve as a common platform for payments messaging between systems in the financial industry. It recommends converting credit and debit transactions into ACH transactions, and offers standardized guidance for translating ACH reject/return messages.



According to Throckmorton, this consistency and commonality of messaging helps make payments faster and cheaper for financial players.

“ISO is about interoperability, but the selling point for standardization is also one of great efficiency,” he said. “There are a lot of costs built into the services today, and standardization can help reduce those costs and make things move more quickly.”

In addition, standardization has the potential to make these payments safer, despite the advanced speed.

“There’s also a chance to reduce risks from things like fraud through standardization,” Throckmorton noted. “When you combine those two things [efficiency and security] – those, alone, are pretty good incentives – companies really are willing to invest in those areas.”

Putting a standard in place

While standardizing a shared language could help make payments speedier and safer, actually putting these standards in place is often easier said than done. Implementation requires FIs and other players to get onboard the ISO 20022 bandwagon en masse, something that many are hesitant to do, Throckmorton said.

“There are so many financial institutions and players, and it isn’t just banks or credit unions,” he explained. “You also have to include processors and other technical companies, like IBM, or

UNDER THE HOOD

Successful implementation of an international standard for payment messaging like ISO 20022 is no easy task, according to George Throckmorton, managing director of NACHA – The Electronic Payments Association. It requires not just an effective and efficient standard, but widespread adoption from banks, credit unions, FinTechs, payment processors and a host of other companies around the financial services space. In a recent interview with PYMNTS, Throckmorton discussed the challenges of accelerating adoption, and how the association has looked to use standardization of other technologies – such as APIs – to speed up the development of a shared payment technology language.

“A few years ago, we started reaching out to companies around the space via the Payments Innovation Alliance – a group of diverse members of NACHA that includes financial institutions, technology companies, associations, etc. – and we started saying to them that we noticed that APIs have really become prominent in the industry. They’re in just about every piece of press that you read, but there doesn’t seem to be a lot of standardization around APIs, from how their built, to how their implemented, to really anything else. It was really a one-to-one relationship, and we didn’t think it was very scalable in the long run.

So, when we asked whether other players in the industry thought the same way, they agreed [that it wasn’t scalable]. They said there wasn’t much standardization now, and the industry could really benefit from standardization – from cost savings to better efficiency. So, we formed the API Standardization Industry Group. It’s a membership group that will develop standardized APIs to help improve the safety and transparency of transactions, increase efficiencies and speed of communications, and enhance support of payments innovations.

So, that’s an idea that we’ve seen come to fruition to help accelerate standardization. From our experience, we’ve found that if you bring the industry together in a group like this, we find standardization can happen much, much more quickly.”

Feature Story

Microsoft, Intuit, First Data, or FIS — the list goes on and on. They all need to be involved as well, because they're building the products those financial institutions are using."

To that end, Throckmorton and his team have been working to promote adoption of ISO 20022 among financial services companies. So far, that's included several initiatives to help players understand ISO 20022 and the benefits it offers.

The association has created a [resource center](#) for information and news about ISO and the companies adopting it. It has developed an ISO 20022 mapping and validator tool to support businesses looking to leverage the new standard as they transition into using it.



NACHA also has a remittance tool allowing businesses to more safely and securely transmit ISO 20022-approved remittance info for business-to-business (B2B) transactions.

The tide is finally beginning to turn, however. Throckmorton said the ISO messaging standard has already been implemented in more than 70 countries around the world, though adoption in the U.S. lags behind that seen in Europe and Asia.

More players within in the U.S. financial services space are beginning to buy into ISO and industry standardization, as they have begun to see an increase in the benefits of a common language. A [report](#) from the Business



Payments Coalition found “ample evidence that U.S. corporations and banks are using ISO 20022.” Thirty-nine percent of surveyed companies were “very familiar” with the standards, with most adopters being large corporations and multinational businesses.

All told, analysts [predict](#) that ISO 20022 will support 79 percent of payment volume and 87 percent of transactions around the world within the next five years. Throckmorton is hopeful that the market for standardized payment products will continue to evolve and grow as more players adopt ISO 20022 going forward.

“Without a mandate, without a law – which we don’t have in this country, but others do – that

requires all players to use a specific standard, you really are left up to the market,” he said. “When you think about how that will grow, you really want that snowball effect, where additional companies come on and continue to use ISO, and that brings more companies in and the whole thing continues to feed on itself.”

This widespread adoption is what will enable ISO to truly become that shared language for financial players around the space, and help push new payment technologies forward. After all, how payments are handled is changing – and they could be changed for the better with standardization and interoperability.

NEWS

AND TRENDS

GLOBAL OPEN BANKING NEWS

Challenges for legacy banks

The EU's Revised Payment Services Directive (PSD2) officially went [live](#) in January 2018, mandating that banks allow third-party providers access to customers' data through APIs. The initiative aims to encourage greater competition between more established legacy banks and emerging FinTechs in the financial services market. It also offers customers both

a greater array of services and additional control over their data.

Interoperability is key to APIs' success. As Banking Industry Architecture Network (IBAN) executive director Hans Tesselaar recently explained, banks face the difficult task of connecting to their back offices before they can successfully adopt APIs. FinTechs do not have such legacy systems in place, and are therefore able to move faster with API

integration. Even after back-end processes have been mapped, FIs still have to address whether to keep business capabilities in-house or access them via the cloud. They may continue to face these challenges until a standard for API development is established, outlining how IT rules are to be followed and providing common definitions to smooth the information flow.



When asked which technologies will have the **GREATEST IMPACT** in the next three to five years,

62% OF RESPONDENT
SAID APIs.



APIs, innovation take center stage in Canada

Canada's financial services sector [debated](#) its own roadmap for open banking at the recently held Swift Business Forum Canada. More than 340 financial services firms attended to discuss the industry's landscape, including how open banking presents one of the most significant changes in payments infrastructure. When asked which technologies will have the greatest impact in the next three to five years, 62 percent of respondents said APIs and 23 percent cited AI. When asked which had the greatest long-term potential, 86 percent of respondents named real-time payments. AI and APIs tied at 65 percent.

The Canadian government said earlier this year that it would [review](#) the potential benefits of open banking as part of its federal budget, and acknowledged that any such initiative would have to prioritize consumer privacy, data security and financial stability. The Canadian Bankers Association (CBA) has said it would be willing to work with the government on open banking risks, and raised concerns that authorizing third parties to access consumers' personal data could have "broad-ranging consequences."

India's FinServ market preps for the arrival of open banking

Around the globe, India could also be primed for its own open banking initiative. It recently took its first steps with the [launch](#) of its real-time United Payment Interface (UPI) payment system to streamline payments across channels, spur greater cashless payments adoption, promote the government's demonetization efforts and facilitate interbank

transactions. Similar projects include the National Payments Corporation of India's interbank system, and a blockchain-based platform for community banks led by the State Bank of India (SBI).

RBL Bank's executive director, Rajeev Ahuja, said the country has an ideal environment for such an initiative, pointing to shifting customer purchasing habits, FinTech market growth, rising technologies — including blockchain, AI and machine learning — and the Reserve Bank of India's steps to regulate both payment banks and P2P platforms. A recent [report](#) by market intelligence firm GlobalData echoed these sentiments, highlighting India's UPI success as key to inviting open banking disruption.



How open banking expands consumer choice in Australia

Meanwhile, Australia is preparing to launch its own open banking venture. Its Treasury department ordered an independent [review](#) into data-sharing best practices last year, culminating in a report that includes 50 recommendations before open banking becomes a reality.

Among the recommendations are considerations like looking closely at customer privacy and security standards, how data is transferred and understanding best practices



for how open banking should be implemented.

It's currently unclear when Australia's open banking initiative could kick off. Australian Payments Network CEO Leila Fourie, PhD, anticipates that once live, open banking will provide the nation's

consumers with greater choices by enabling easier personal data sharing in the financial services sector. This can allow third-party developers to create tools that are tailored to consumers' needs, potentially resulting in more efficient payments.

ANZ Bank expects open banking legislation by June

The Australian and New Zealand Banking Group Limited (ANZ), Australia's third-largest bank, anticipates the nation's first open banking [legislation](#) will be submitted to its parliament for consideration by June. Chief data

AN ORACLE HACKATHON
led to a suite of
1,500 APIs.



officer Emma Gray made the predication on the bank's podcast, mentioning ANZ was already taking steps to prepare for the potential laws. If introduced in accordance with the predications, open banking could be a reality in Australia by 2019. Gray said ANZ Bank has already been in talks with the Australian government about whether FIs should be reimbursed for some data-sharing requirement costs, such as sharing between banks so a customer can get a better deal on a mortgage.

BANKING INTEGRATIONS

Oracle hackathon leads to suite of 1,500 APIs

Several tech companies are gearing up to support open banking by launching their own sets of APIs. Among them is cloud application and platform services provider Oracle's Financial Services division, which recently [launched](#) its Oracle Banking APIs suite. The offering features more than 1,500 functional APIs for use in payments, retail



and corporate banking, and includes customizable options for easy business decision-making, centralized change management for improved time-to-market and quick integration with most banking solutions.

Oracle's APIs aim to allow banks to partner with third-party technology vendors, integrate corporate client applications and reduce the time between API ideation and delivery. Oracle Financial Services partnered with Oracle Startup Cloud Accelerator and the Oracle Scaleup Ecosystem to host its FinTech-focused hackathon and develop the suite. Thirteen participant companies were provided with a sandbox of Oracle Banking APIs, then set out to develop use cases in

identity verification, AI, payments, credit scoring, personal financial management, account receivables and marketplaces, among other categories.

Bottomline Technologies commits to frictionless access

Business payment solutions provider Bottomline Technologies has released an API upgrade for its B2B platform, launching a suite of enhanced APIs for its PT-X payments platform. A company



Meanwhile,
ONE
 of India's largest
 banks is using
**APIs FOR ITS
 LENDING PRACTICES.**

[news release](#) described PT-X as a cloud-based payments platform used by U.K. companies for business payment functionalities like accounts payable, accounts receivable and payroll. It enables U.K. FIs to connect with local payment schemes, including Bacs

Direct Credit, Direct Debit and Faster Payment Services. The APIs are designed to offer more frictionless access to the PT-X payments platform, providing banks a cost-effective way to move away from legacy systems and offer smoother payment processing capabilities.

Tink widens access to Nordic bank data with new API platform

A recent move by a Swedish FinTech could help Nordic banks more easily relay their data to third-party partners. Stockholm-

based Tink recently [announced](#) the launch of its own API platform to aggregate customer data from across FIs, enabling third-party developers to use a single point of access instead of having to develop connections into banks' individual APIs. Co-founder Fredrik Hedberg said the platform allows developers to access various banks from a single place, then use the data to build a better user experience. Tink has already integrated with BNP Paribas in Belgium and Dutch bank ABN AMRO, and is reportedly planning to expand access to cover more of Europe.

India's YES BANK offers API-powered lending

Meanwhile, one of India's largest banks is using APIs for its lending practices. YES BANK, the fourth-largest bank in the country, recently [announced](#) it was able to digitize its lending capabilities by integrating APIs from the Paisabazaar.com marketplace for loans and payment cards.

The platform has been integrated into the YES BANK core processing system to offer borrowers a more



seamless lending experience, allowing applicants to submit image-based documents for review and receive a real-time, in-principle loan offer. Rajan Pental, group president and head of YES BANK's branch and retail banking division, said the API integration will help digitize most of the lending process. This can help further reduce paperwork and cut down the turnaround time for customers.

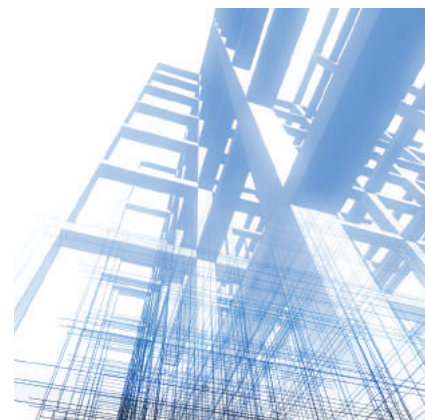
API lending is an increasingly popular offering for banks in Asia. In the Philippines, for example, UnionBank is [working](#) with FIS to use API-based solutions to overhaul its commercial lending

process. The latter will provide API technology designed to take advantage of third-party analytical tools, under the terms of the pair's recent partnership.

MOBILE-BASED APIs

Yolt completes RBS open banking integration

APIs are also being integrated into mobile-only banking operations. In the U.K., ING-owned mobile app Yolt recently [completed](#) its open banking integration with the RBS Group, one of nine major banks in Great Britain and Northern Ireland



covered by the Competition and Markets Authority (CMA9). With the integration, the RBS open banking platform API is now available to Yolt users with Natwest, RBS or Ulster Bank checking accounts. New users can use it to compare various financial products and track



A press release announcing the integration noted Yolt was currently processing up to

100

**USERS PER DAY FROM RBS,
NATWEST AND ULSTER BANK.**

spending across different accounts from a single app.

Yolt is planning to migrate existing users to the platform over the next few months. A press release announcing the integration noted it was currently processing up to 100 users per day from RBS, Natwest and Ulster Bank.

Moneyhub integration provides proactive alerts for customers

A pair of mobile U.K. banks recently completed their own

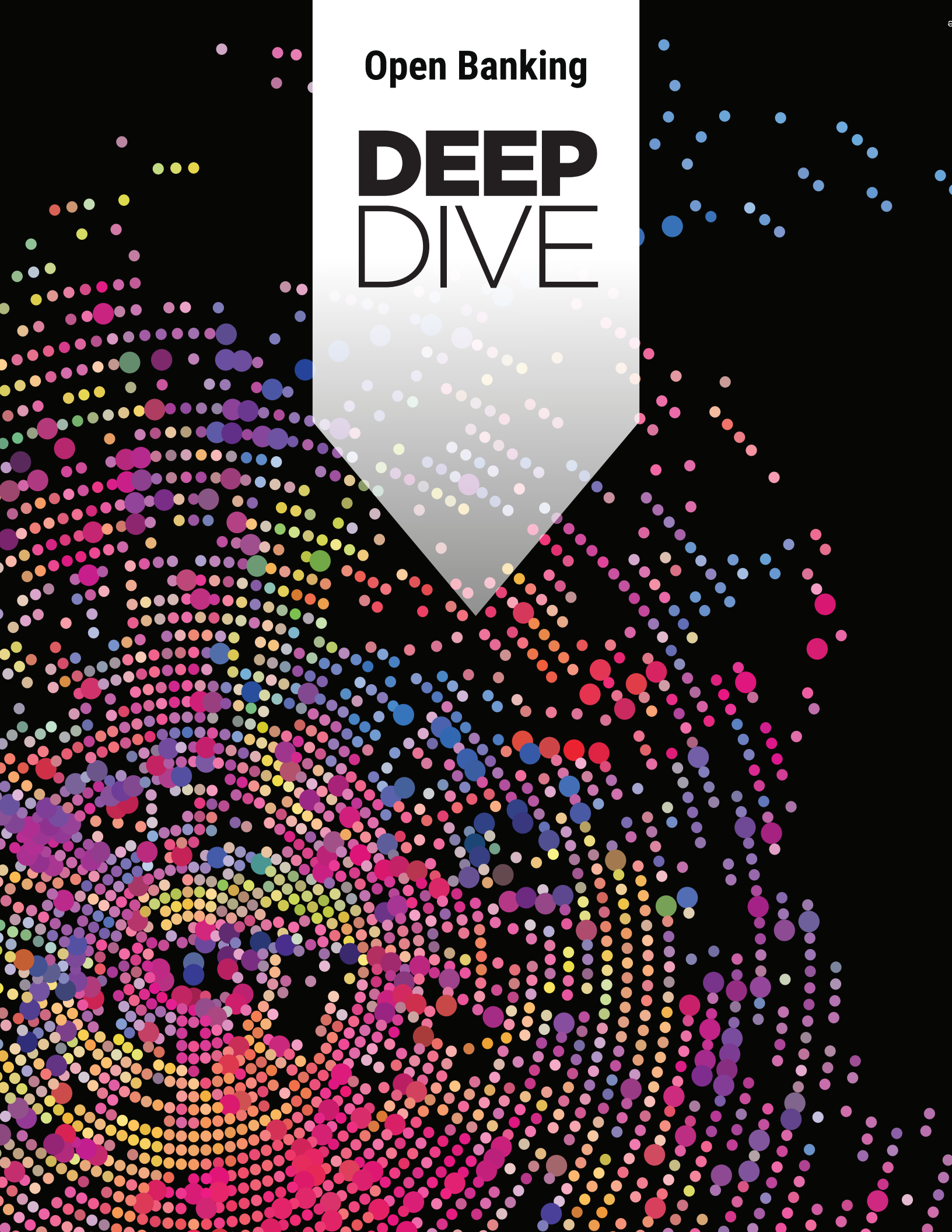
API integration. Monzo and Starling Bank both integrated their respective APIs with personal finance app Moneyhub, which links checking and savings accounts, credit cards, loans, mortgages, pensions and other investments to gain broader insights into a customer's finances. The integration means the banks can now provide customers with an overview of their financial assets, and allows them to access Moneyhub's categorization engine and Smart Nudges feature for more informed financial decisions.

The latter can proactively alert a customer when a more favorable mortgage rate is available, for example.



Open Banking

DEEP DIVE



THE FINANCIAL SERVICES LANDSCAPE

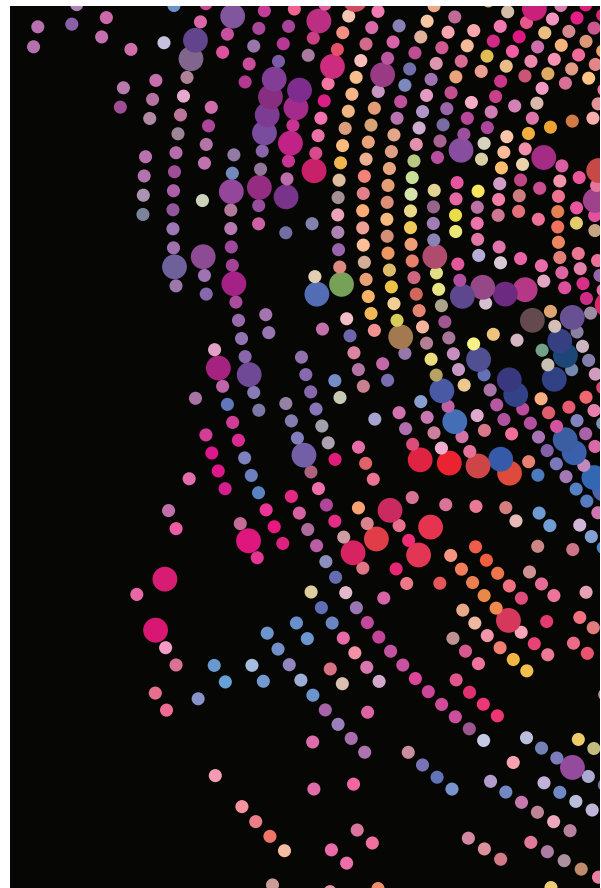
is now crowded with third-party vendors, startups and FinTechs that operate outside the rules of traditional institutions and are eager to offer their services to consumers. This means the space is no longer limited to banks.

These emerging players lack the leverage, reputation and experience of old-school FIs, however. These elements prove they can successfully serve their customers, specifically when it comes to consumers' data. They're not alone here, either. Even rival banks need access to that data to serve customers who want to switch financial services providers or to enable a third party to execute a financial service on their behalf.

The U.K.'s Competition Markets Authority (CMA) recently [ruled](#) that banks do not face enough competition, but their grip on consumer data appears to be weakening. That could create avenues for new players to introduce their offerings to the market, as the CMA's investigation found more than half of U.K. consumers had

been with their banks for more than 10 years, another 37 percent had been with them for 20 years and just 3 percent had switched from one bank to another in the previous year. Customers need greater flexibility that makes it easier to control their financial data, the organization concluded, enabling them to seamlessly switch bank providers and gain access to a wider set of financial products.

The U.K. made its first foray into the open banking landscape in January to address these issues. Under the new regulations, U.K. and EU regulators



are requiring the U.K.'s nine largest banks to make it easier for competitors to access their data, and that financial services providers share consumer data with other companies – provided those consumers consented to the data exchange.

In addition to encouraging banks and FinTechs to step up their innovations, open banking aims to provide consumers with greater control over their financial lives by changing how their data is handled. The following Deep Dive explores the



financial services landscape issues the initiative aims to address, including how APIs are being used to help both traditional banks and financial newcomers more easily exchange consumer data.

Open banking: An overview

The U.K.'s open banking initiative was born out of a broader initiative, the EU-wide PSD2. Its goal is to make it easier and safer for consumers to make cross-border EU payments, requiring EU member states to adopt laws and national policies that align with it.

The initiative has three key components. First, it aims to allow consumers to authorize the sharing of their personal data with third-party vendors. Second, it looks to enable those third parties to perform payment transactions – such as a bank transfer – on a customer's behalf. Lastly, it wants to encourage financial services providers to publicly share product and customer satisfaction information, thereby promoting greater competition and investment in product innovation.

This final component is perhaps the most significant. Industry experts and associations – including the G20's Anti-Corruption Working Group – [believe](#) sharing information is key to promoting greater financial transparency, developing new financial products and driving economic growth.

Challenges and opportunities

API-based solutions are crucial for financial institutions that want to remain compliant with the new rules of open banking. APIs can serve as pathways that enable multiple parties to securely share data in a seamless manner, without investing heavily in updating and overhauling existing infrastructure.

While many incumbent banks – and some customers, too – might be wary of sharing financial data with competitors, such FIs would do well to [consider](#) the potential opportunities these changing rules present. Banks are required to more easily provide data, but they are also able to leverage new data sources. This means using information from competing institutions to better understand consumer frustrations, and allowing the banks to learn how they could step in to address that need.

APIs also represent an opportunity for banks to invest in a range of new financial offerings that can quickly respond to a variety of payment services. Through APIs, banks can invest in tools that use more innovative technologies, like AI, machine learning and predictive analytics. These investments can prompt banks to ensure their available products properly align with customers' demands.

MORE THAN

25%

of companies use
Same Day ACH
credits for
**ACCOUNT-TO-ACCOUNT
TRANSFERS.**

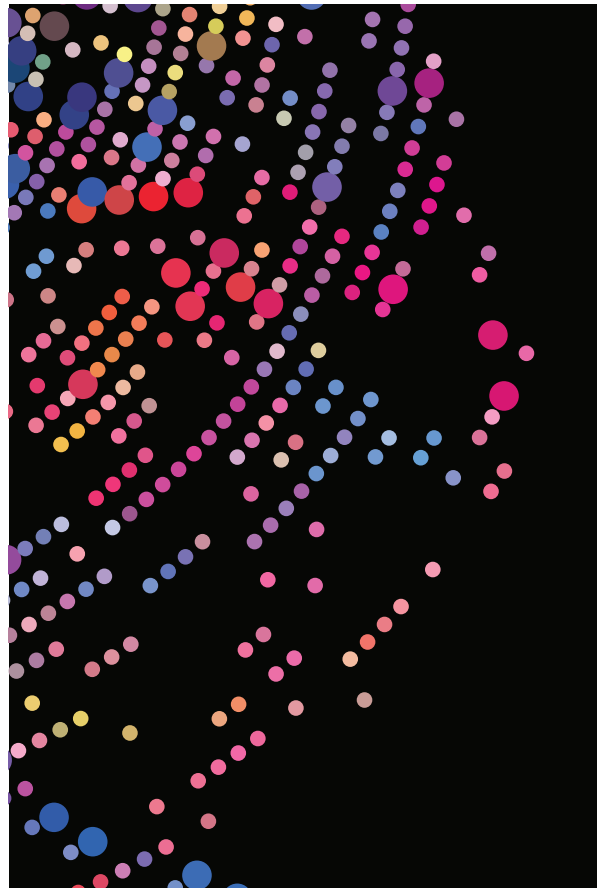
Banks also realize the challenges that open banking presents, however. Many worry that APIs could leave them more vulnerable to cyberattacks, or that they will give their partners access to their internal operations, but these concerns can easily be addressed.

If banks abide by a strict [set of rules](#) for API implementation, these concerns should all but disappear. FIs are urged to implement a layer of access control over their APIs, quickly detecting potential threats, protecting customer and enterprise confidentiality and maintaining the integrity of all partners involved.

Open banking around the world

Open banking initiatives are designed to disrupt the market by making it easier for third parties to access data, explore opportunities to innovate and develop new financial services products. While the U.K.'s open banking initiative was put in place by the country's CMA, a similar nationwide initiative would be more difficult to implement in the U.S. market. The U.S. currently hosts approximately 12,000 FIs, meaning implementing a centralized framework for data governance would be nearly impossible.

That's not to say open banking initiatives won't ever have a place in the U.S. A recent [study](#) found



63 percent of surveyed bank executives in North America are interested in open banking, seeing it as necessary to stay competitive with FinTechs and larger tech players. The U.S. Office of the Comptroller of the Currency (OCC), a division of the U.S. Department of Treasury, recently sought public comments on the potential of a special purpose charter to allow FinTechs to engage in some level of banking activities.

Some U.S. banks have already entered into open banking partnerships with competing FIs and emerging FinTech challengers, however. JPMorgan Chase and data aggregator Fincity recently [agreed](#) to allow the former's customers to share their data with third-party financial apps without requiring login credentials. Chase customers could then more easily share their data with Fincity-supported apps, including personal financial and income verification services. Meanwhile, Wells Fargo already has its own [partnership](#) with accounting software provider Xero, enabling it to share bank account data with accounting software programs using APIs.

Other open banking initiatives are underway in other global markets, too. In Sweden, data-driven FinTech Tink recently [launched](#) its own API to

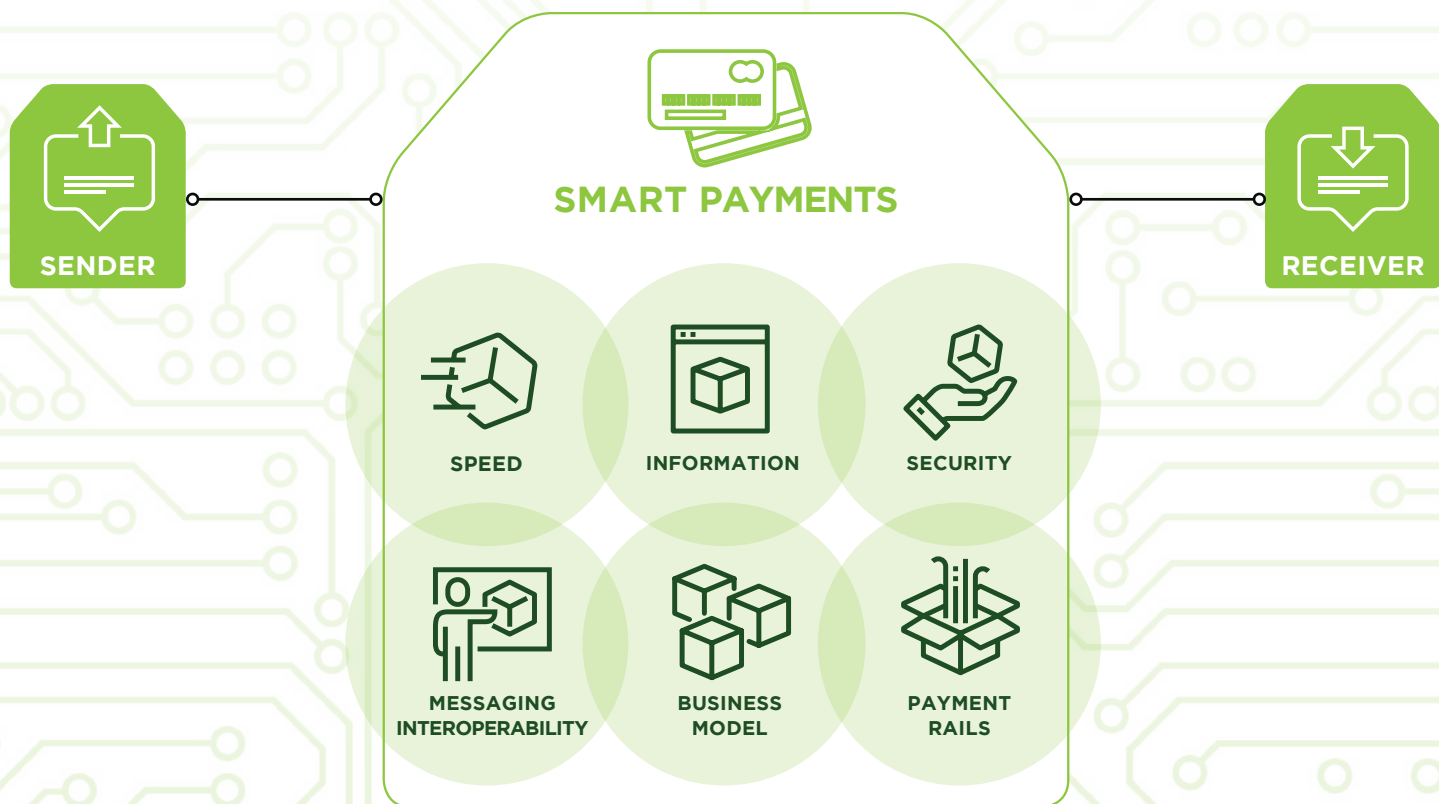
enable Nordic banks to more easily exchange data with third-party partners. It reportedly also has plans to expand the reach of its API platform. Similarly, YES BANK, one of India's largest FIs, recently [announced](#) it had integrated APIs from digital lending platform Paisabazaar.com into its service to enable a more seamless lending experience for borrowers.

The ability to exchange data more efficiently creates opportunities for both banks and the customers they serve. In the competitive financial service landscape, information is key for all parties to make more informed decisions – choices that will ultimately affect their bottom lines and financial security.

SMARTER PAYMENTS ARCHITECTURE

THE ANATOMY OF SMARTER PAYMENTS ARCHITECTURE

The Smarter Payments Tracker highlights the latest trends at the intersection of smarter payments and authentication. Each bi-monthly report explores one of the six tenets of the Smarter Payments Architecture, including messaging interoperability, speed, information, security, payment rails and the modality of B2B and B2C payments and their value.



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