Become an open banking technology vendor.
In no time. Globally.

6 Things You Need to Know to Win the Open Banking Technology Market

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1   Why should you build your open banking solution with WSO2 technology?

When you build with WSO2, you are able to:

▶ Slash costs and time-to-market by avoiding building from scratch for each market. This leaves your developers to build only last-mile compliance customizations over our Open Banking Accelerator

▶ Deliver proven technology from day one

▶ Enjoy full ownership of the IP to your developments

▶ Don't stop at compliance—leverage the full power of WSO2's industry-leading integration platform to become a long-term strategic partner, supporting the bank's digital evolution

▶ Enjoy flexible partnership models that give you full control over pricing, branding, services, and the customer relationship

2 How can you build an open banking solution using WSO2 technology?

WSO2's open banking technology is built catering to a modular architecture. This comprises:

The **WSO2 Solution Core** built and maintained by WSO2	The **WSO2 Global Open Banking Accelerator** built and maintained by WSO2	The **WSO2 Open Banking Toolkit** to be built, and maintained by you

Once you build the WSO2 Open Banking Toolkit, you would take all three components to market as an end-to-end solution priced and branded as you see fit. This stack could also be integrated into your existing or planned products, where open banking compliance or commercial capabilities would be an ideal value-add.

3 How does the WSO2 Global Open Banking Accelerator reduce your time to market?

Every new open banking standard is derived from one of three popular "reference standards"—the UK's Open Banking Standard, the BerlinGroup NextGenPSD2 Implementation Framework, and Australia's Consumer Data Standards.

In practice, each new local standard includes limited customizations to these reference standards.

The WSO2 Global Open Banking Accelerator has incorporated the common core capabilities seen in reference standards (including consent management, client registration, strong authentication, and FAPI-specific security profile extensions) and provides extension points for your developer team to build and integrate the limited last-mile customizations required to meet your local standard.

4 What is a WSO2 Open Banking Toolkit?

The WSO2 Open Banking Toolkit is the code base you would build containing the limited last-mile of customisations to meet local compliance requirements. This is integrated to the WSO2 Global Open Banking Accelerator, allowing the complete package you take to your customers to comply with your local standard.

As a WSO2 Open Banking Solution partner, you own the IP to your toolkit, are free to price and brand the solution you build using WSO2 technology as you see fit, and would own the relationship with customer banks who purchase your solution.

5 What do you need to be successful as a WSO2 Open Banking Solution Partner?

To be successful, you should:

- ▶ Have a team of in-house developers familiar with Java, Maven, OAuth 2.0, and CI/CD
- ▶ Have an existing customer base of banks
- ▶ See financial services as a key sector for your business

6 How does WSO2 support WSO2 Open Banking Solution partners?

We provide rapid onboarding and enablement to help your team become open banking experts.

The enablement and support programme includes:

- ▶ Structured training
- ▶ Comprehensive documentation
- ▶ Access to reference code bases for open banking toolkits built by WSO2
- ▶ Subject matter expertise on implementation and delivery
- ▶ In-depth technical support
- ▶ Reference marketing and sales enablement collateral

Chat with our Partner Programme Manager now to kickstart your market entry

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