



TRANSFORMING YOUR GROWTH STRATEGY

FIS Securities Processing Suite

- ✓ Shift from tactical fixes to big-picture strategy
- ✓ Improve short-term, prepare long-term
- ✓ Migrate to an integrated ecosystem



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PRIORITIZE WHAT COUNTS

Stutter-step evolution in capital markets has caused many firms to cope with random technology stacks, typified by tactical program add-ons in areas such as order management, trading, compliance and back-office processing. Over time, these, often reactive, investments place non-budgeted, “unfunded mandates” on the business, adding cost and slowing growth.

Complicating the picture are the usual regulatory changes, market volatility and shifting competitive landscape that create a “crisis de jour” atmosphere – taking the focus off long-term strategy and trapping the organization in an endless loop of tactical decisions that do little to support the greater mission.

Perhaps it is time to “hit pause,” assess the situation and prioritize what counts. This eBook is intended to help you clear the air and take a fresh look at what really matters for an effective growth strategy.





***“Planning is as natural to the process of success
as its absence is to the process of failure.”***

Robin Sieger

PRE-PANDEMIC LESSONS APPLY

Before the pandemic had its way with the economy, many firms were on course to cut cost, improve customer experiences and manage risk. The best performers demonstrated marked progress in six areas:

- ✓ Automation
- ✓ Data management
- ✓ Emerging technology
- ✓ Digital innovation
- ✓ Client value
- ✓ And risk management

Leaders in these areas effectively doubled their growth over the rest of the industry, despite increasing competition.

Under work-from-home directives that followed the outbreak, it is clear that the firms that acted earliest were best able to cope with the change.

STRATEGIC VS. TACTICAL THINKING

With thinning margins, new and disruptive technologies taking shape and the millennial generation rising to prominence, firms need to remain flexible moving forward. The pandemic exposed many firms' inability to respond reflexively.

Where infrastructures historically represented a patchwork of bespoke, tactical solutions requiring constant attention and creating non-budgeted, unfunded mandates, long-term strategy should aim to maximize growth, minimize cost and deliver a better customer experience – always keeping in mind the greater return on investment.

**Tactics win battles.
Strategy wins wars.**



5 PAIN POINTS WHERE STRATEGIC THINKING CAN MAKE A DIFFERENCE

Here are five common areas of concern where a long-term, strategic perspective can add value downstream:

- 1 Unpredictable budgeting:**
Without any consistent, predictable cost structure in place, it is impossible to forecast budgetary needs into the next year and beyond.
- 2 Top-line growth:**
Increased trading volumes, shrinking commissions and revenue, along with low interest rates, make top-line growth extremely difficult to achieve.
- 3 Unfunded mandates:**
An increase in the cost of operational enhancements across disparate systems, combined with ongoing regulatory, compliance, integration and upgrade requirements, create unfunded mandates that are unpredictable and non-conducive to growth or change.
- 4 Overburdened resources:**
Staff cuts and hiring freezes only tax existing personnel, hurting productivity and dampening morale in an attempt to do more with less.
- 5 Overall infrastructure cost:**
Exacerbated by shrinking margins and rising costs in other areas, firms are pressured to reduce infrastructure costs on an ongoing basis – extremely difficult without a loss of productivity or revenue.

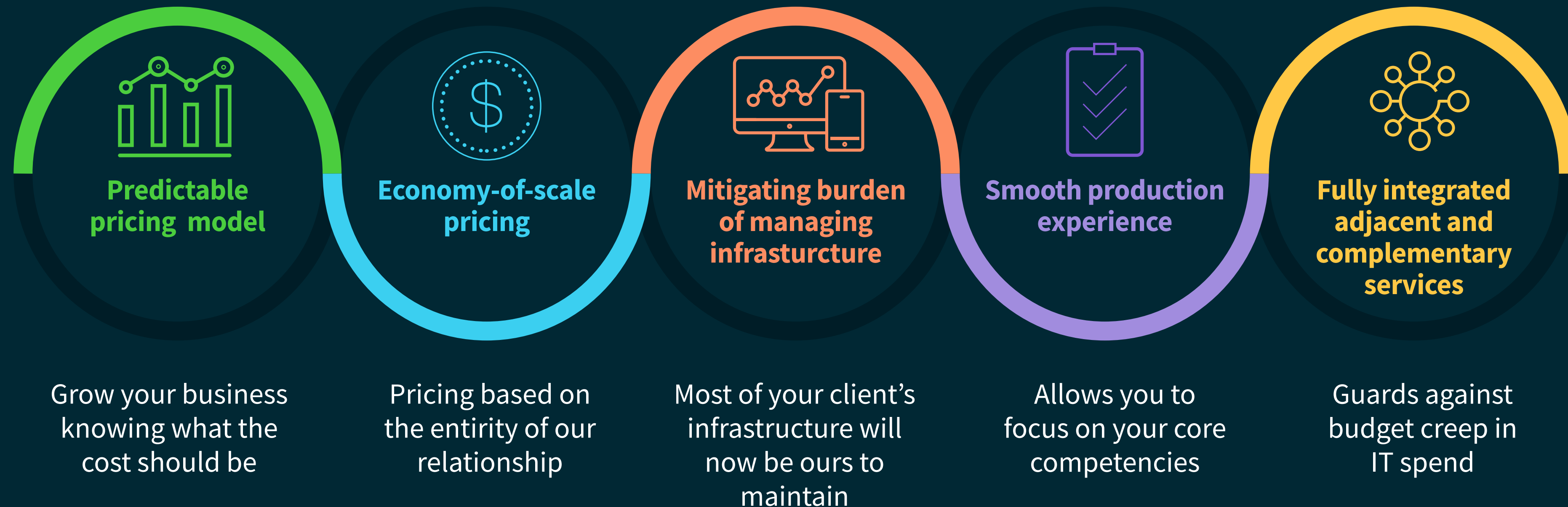
GAIN STRATEGIC LEVERAGE WITH FIS' SECURITIES PROCESSING SUITE

FIS' Securities Processing Suite replaces patchwork infrastructure with a comprehensive, end-to-end solution that supports the full trading life cycle.

By addressing your infrastructure as a massive data factory, moving and manipulating data from new account on-boarding and trading, through clearance and settlement, compliance and risk, to tax processing and reporting, the Suite provides a strategic lens through which you can make better business decisions.



HOW IT WORKS



FIS' combined core services, as well as adjacent and complementary solutions, are designed to fulfill all your infrastructure needs on a single, integrated, real-time platform. From this vantage point, you can manage all instruments and related workflows efficiently and effectively – and start viewing your infrastructure less as a cost center and more as a means of producing innovation, revenue and growth.

TURN TACTICAL CONCERNS INTO STRATEGIC ENABLEMENT

There is no real benefit in maintaining the status quo. The broad business shutdown during the pandemic suggests it is time for financial services firms to become more agile, more responsive – even disruptive – in a volatile, heavily regulated industry.

Ask yourself:

- Am I reactive or strategic in my approach to infrastructure and the decisions I make?
- How prepared is my firm for the future?
- Am I addressing the five pain points for my organization strategically?
- Am I engaging vendors? Or am I solving problems with a strategic partner?

Reflective answers to these questions will suggest next steps toward a more strategic future for your firm.

CROSS THE LINE TO ACCELERATED GROWTH WITH FIS' SECURITIES PROCESSING SUITE

As the market's only single, scalable and integrated platform for immediate delivery of robust capabilities that improve the bottom line and drive top-line growth, FIS' Securities Processing Suite is just a phased migration away from transforming the way your firm faces the future. It's backed by decades of deep industry experience and knowledge, as well as FIS' dedication to innovation and strategic partnership.

Experience what a comprehensive end-to-end securities processing solution can do for your firm.

Contact FIS to request a product demonstration or to learn more today.



About FIS

FIS is a leading provider of technology solutions for merchants, banks and capital markets firms globally. Our employees are dedicated to advancing the way the world pays, banks and invests by applying our scale, deep expertise and data-driven insights. We help our clients use technology in innovative ways to solve business-critical challenges and deliver superior experiences for their customers. Headquartered in Jacksonville, Florida, FIS is a Fortune 500® company and is a member of Standard & Poor's 500® Index.

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