



CedarIBSi FinTech Lab | Gateway to the MEA Region

February 2022

Global FinTech Perspectives





CedarIBSi Fintech Lab

- The Middle East has ~**178 banks with US\$2 Trn** in assets, spending **US\$10 Bn+** annually on banking and new age technologies
- IBSi's group unit, Cedar Consulting, has a **20+ year track-record** of advising banks in the region
- The CedarIBSi FinTech Lab provides a soft-landing for those looking to tap the **MEA opportunity**
- Market access with an ability to **product showcase** and **POC in our virtual sandbox**
- Make it your regional office for periodic use with **hi-tech infrastructure**
- Leverage **CedarIBSi's regional expertise** to provide you with detailed insights on the market, whilst also leveraging our execution expertise
- Join **a community of monthly activities** that include webinars, newsletters, and marketing activities to help you **increase visibility**



FinTech Lab value proposition (1/5)

Access the MEA opportunity by becoming a member of the CedarIBSi FinTech Lab

01

THOUGHT
LEADERSHIP
WEBINARS

02

MARKET INSIGHTS
VIA ADVISORY
SESSIONS

03

EXCLUSIVE CALLS
WITH OUR SUBJECT
MATTER EXPERTS

04

MARKETING
SUPPORT VIA IBSI
MARKETING
CAMPAIGNS

05

USE OF
INFRASTRUCTURE/
IBSi LAB IN DUBAI

06

ACCESS TO
FINASTRA'S
FUSION FABRIC
SANDBOX

07

PRODUCT DEMO &
INCLUSION OF
PROFILE IN
REPORT, KIOSK AT
LAB & IBSi
JOURNAL

08

ACCESS TO IBSI
RESEARCH
REPORT & IBSi
JOURNAL

FinTech Lab Value Proposition (2/5)

COMPONENTS

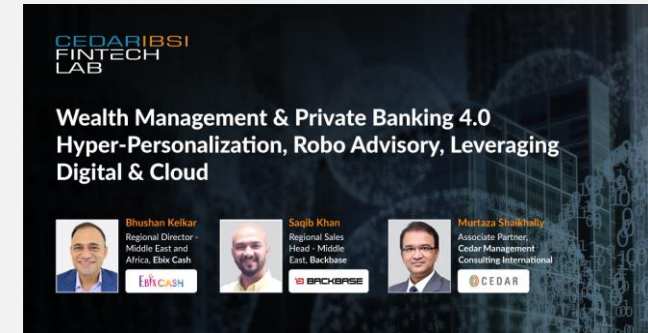
01



Webinar Speaking Slot

- 6 Webinars conducted in a year (1 every 2 months)
- Opportunity to attend all the webinar and 1 speaking slot provided to each Member
- URL: <https://ibsintelligence.com/fintechlab/>

ILLUSTRATIVE



02



Advisory Sessions

- Market insights / market knowledge sessions conducted by CedarIBSi experts
- 4 advisory sessions conducted in a year. 1 every quarter



FinTech Lab Value Proposition (3/5)

COMPONENTS

03

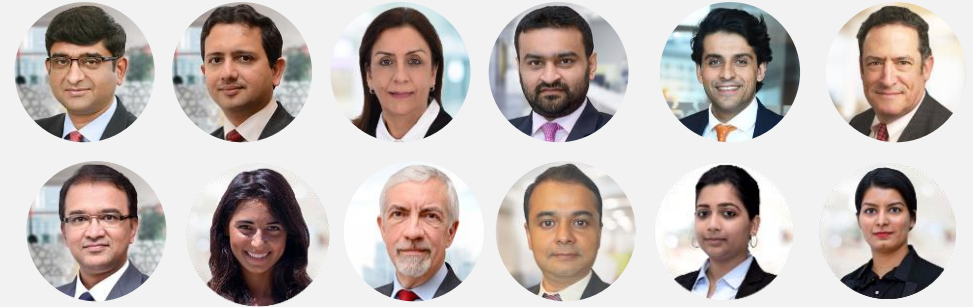


Analyst Calls

DESCRIPTION

- Exclusive one on one calls with our analysts / subject matter experts
- 1 every Quarter for 60 Min

ILLUSTRATIVE



04



Marketing Support

- Gain more brand recognition via our monthly marketing initiatives; website, newsletters campaigns and more!
- Up to 3 Newsletter Mentions through the year - To be included in the weekly newsletter



FinTech Lab Value Proposition (4/5)

COMPONENTS

05



Use of Infrastructure

ABOUT

- Use of CedarIBSi Lab infrastructure in Dubai Internet City
- Usage of 4 days/ Months (32 hours / month)

ILLUSTRATIVE



06



Use of Infrastructure

- Powered by Finastra's FusionFabric, our lab offers members a virtual sandbox along with a private cloud set-up, enabling vendors to experiment with dummy data and build proofs-of-concepts for showcasing. All of this is supported by our project management expertise



FinTech Lab Value Proposition (5/5)

COMPONENTS

07



Product Demo & Supplier profiling

- Opportunity to give a demo the solution to the CedarIBSi analyst team
- Profile of the systems to be available in Journal, Report and Kiosk. To be updated quarterly

ABOUT

ILLUSTRATIVE

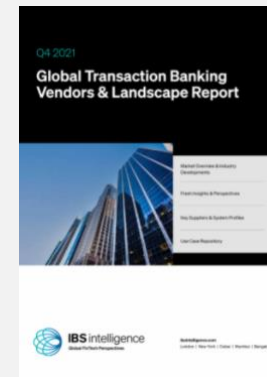


08



Access to IBSi Report and Journal

- Access to **IBSi Premium Monthly** and **1 Research Report**





London | New York | Dubai | Mumbai | Bangalore

www.inbsintelligence.com