

THE FUTURE OF BANKING TECHNOLOGY – INTO THE 'DIGITAL-FIRST' WORLD

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FIVE STEPS TO DIGITAL BANKING



- Build modular architecture
- Digitise and automate
- Embrace APIs
- Create smart products and services
- Securely manage customer data

THE PAST YEAR IN DIGITAL BANKING



- In 2018, the total volume of global new-named customer deals for conventional banking technology categories stood at 327
- This was down from 350 deals reported for 2017.
- A big contributor to this was the dip in universal banking system sales which dropped to 104 deals from 150 deals in 2017
- Deal activity for conventional back office systems was strong in APAC and European markets with half the reported deals coming from these two markets.
- Deal activity was strong in the South East Asian markets with APAC, especially for Private Banking and Wholesale Banking system deals.
- Singapore, China and Philippines were the key markets within APAC
- UK, France and Italy saw strong deal activity within Europe.

CLOUD AND DIGITAL BANKING



- The percentage of banking system deals hosted in the cloud remained almost the same in 2018 at 20% of total conventional deals compared to 21% in 2017.
- Most of the cloud-based installations continued to be in Europe and Asia.
- A notable trend this year was the substantial number of private banking and investment / fund management deals that were hosted in the cloud.
- Wealth and asset managers are increasingly opting for the cost effective and easily-scalable cloud-based solutions.