



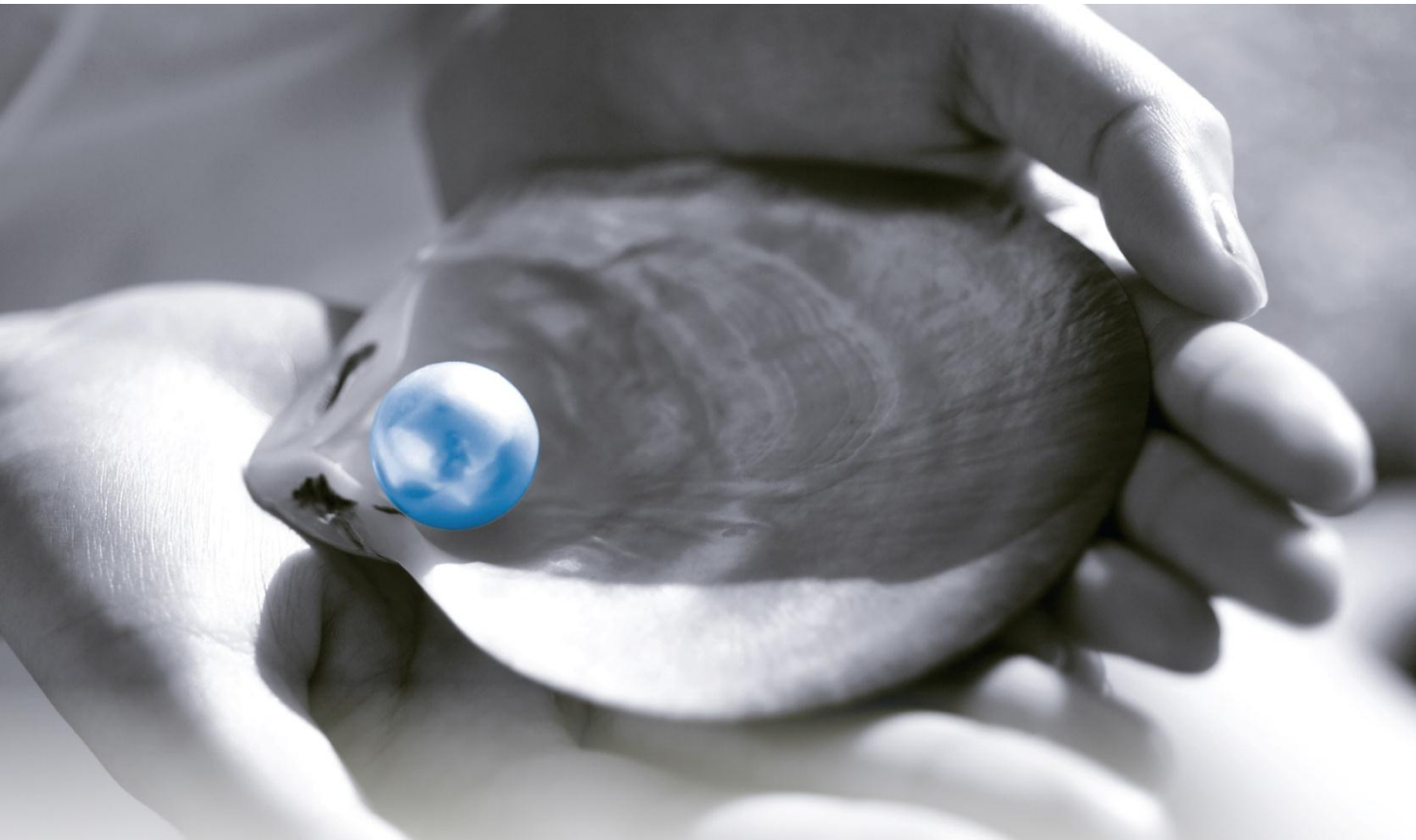
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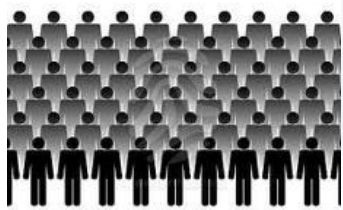
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TEMENOS Partner Programme – a driver for growth
Michael Head – Director of Strategic Alliances

19th November 2010

Temenos Partner Programme Aims



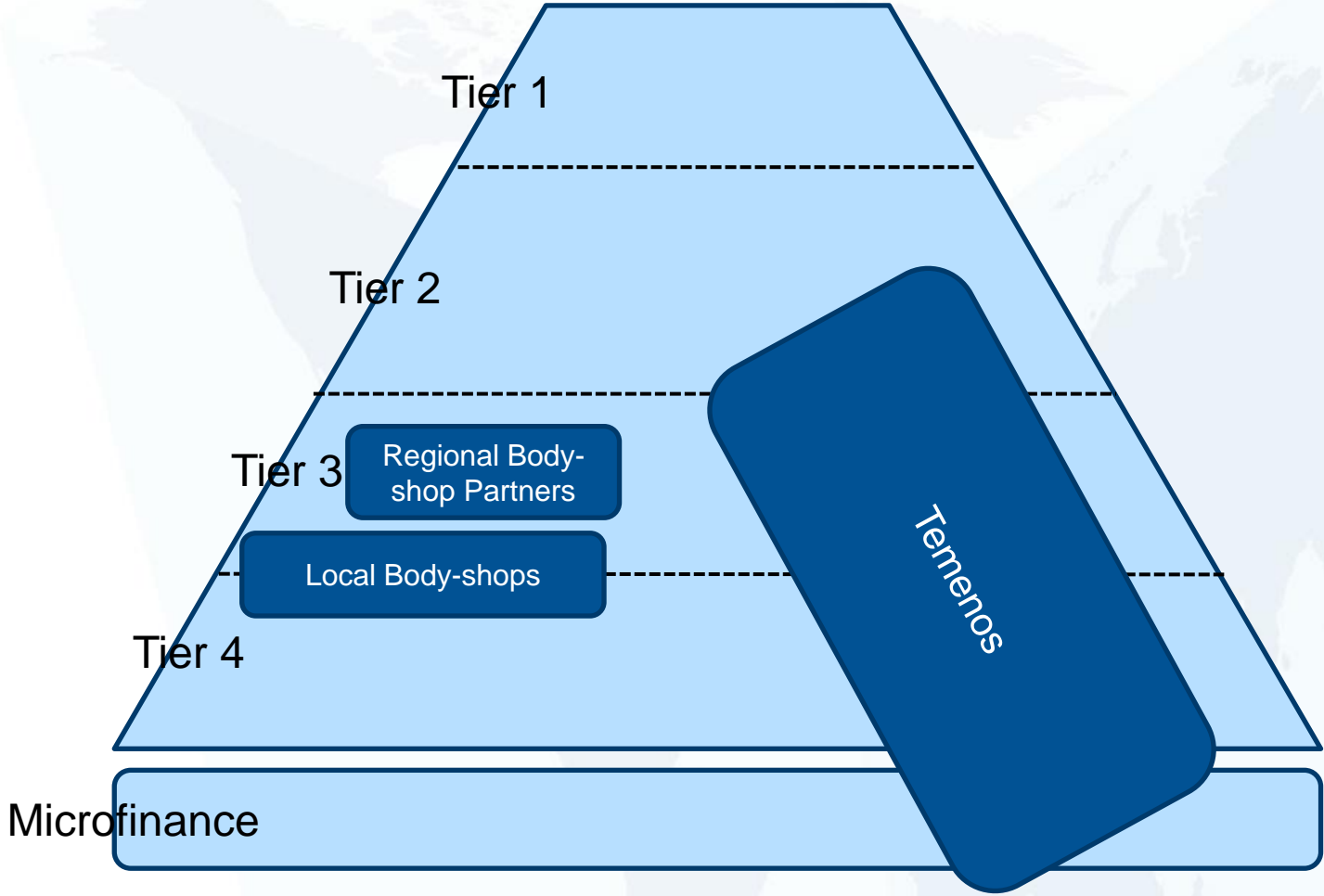
- To provide an enlarged pool of high-quality resources to ensure solid, referenceable projects



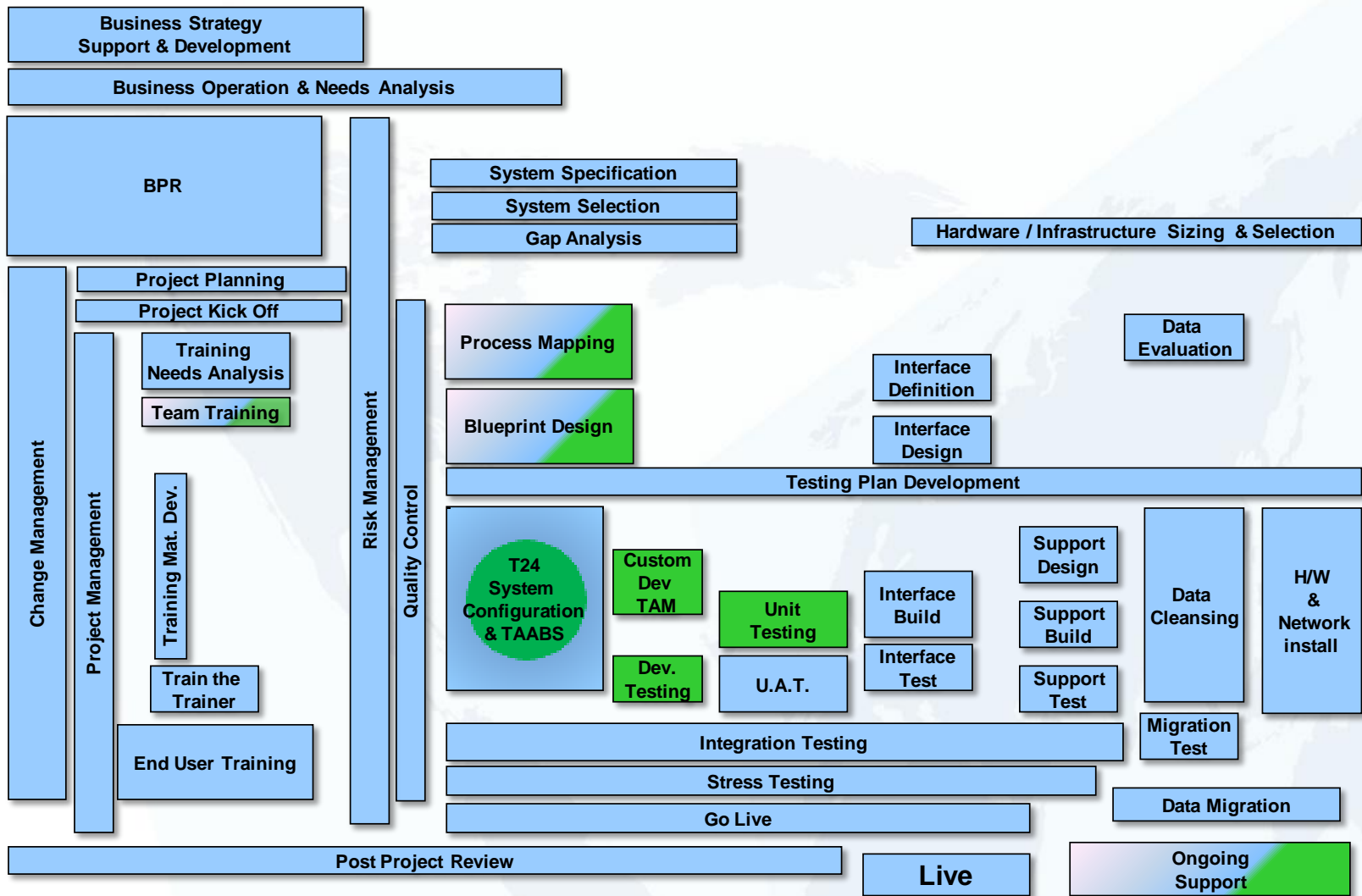
- To increase revenues through partner sourced deals

Strategy – Starting Point

- **Temenos sold & delivered everything**

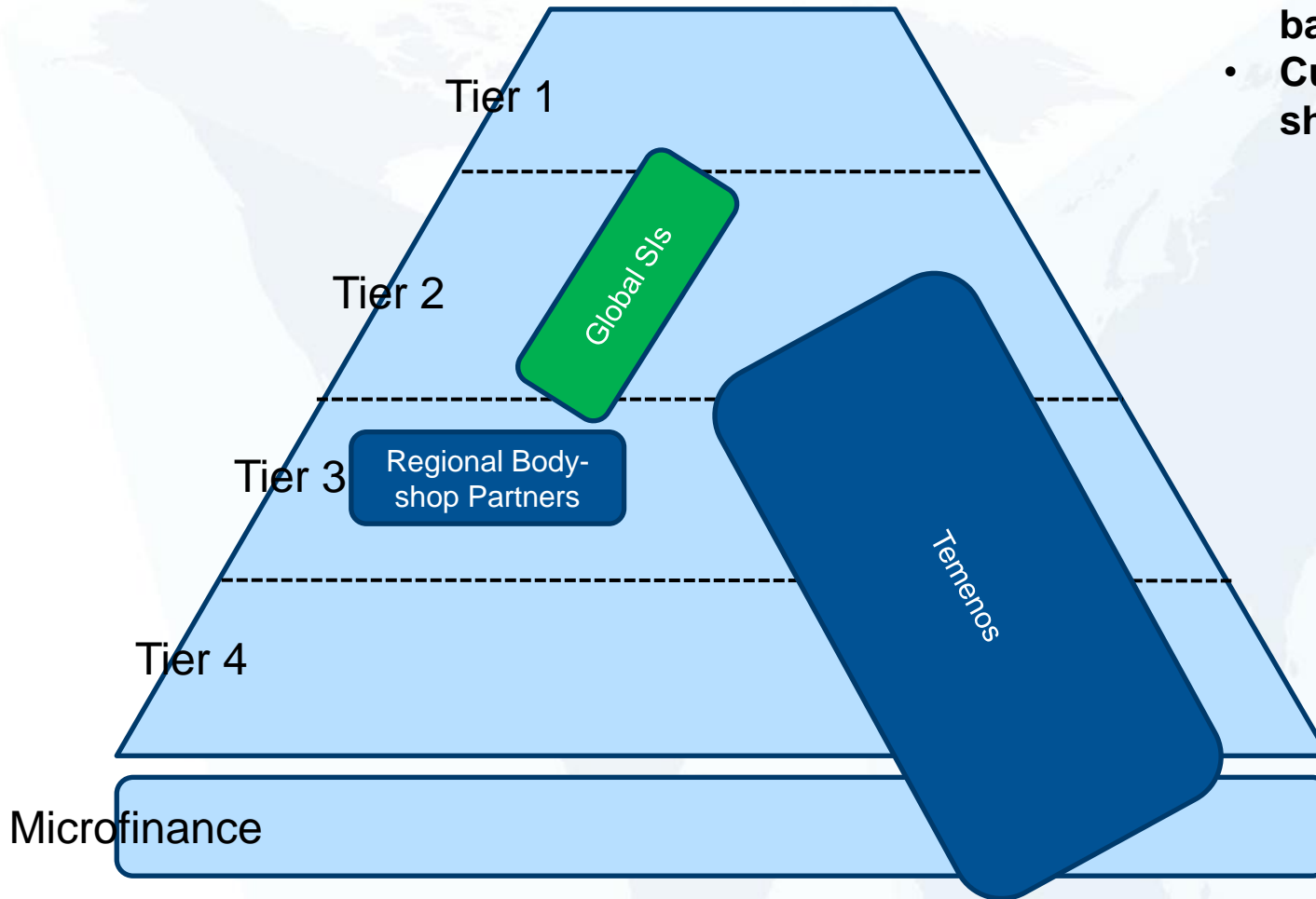


There is more to a project than Temenos

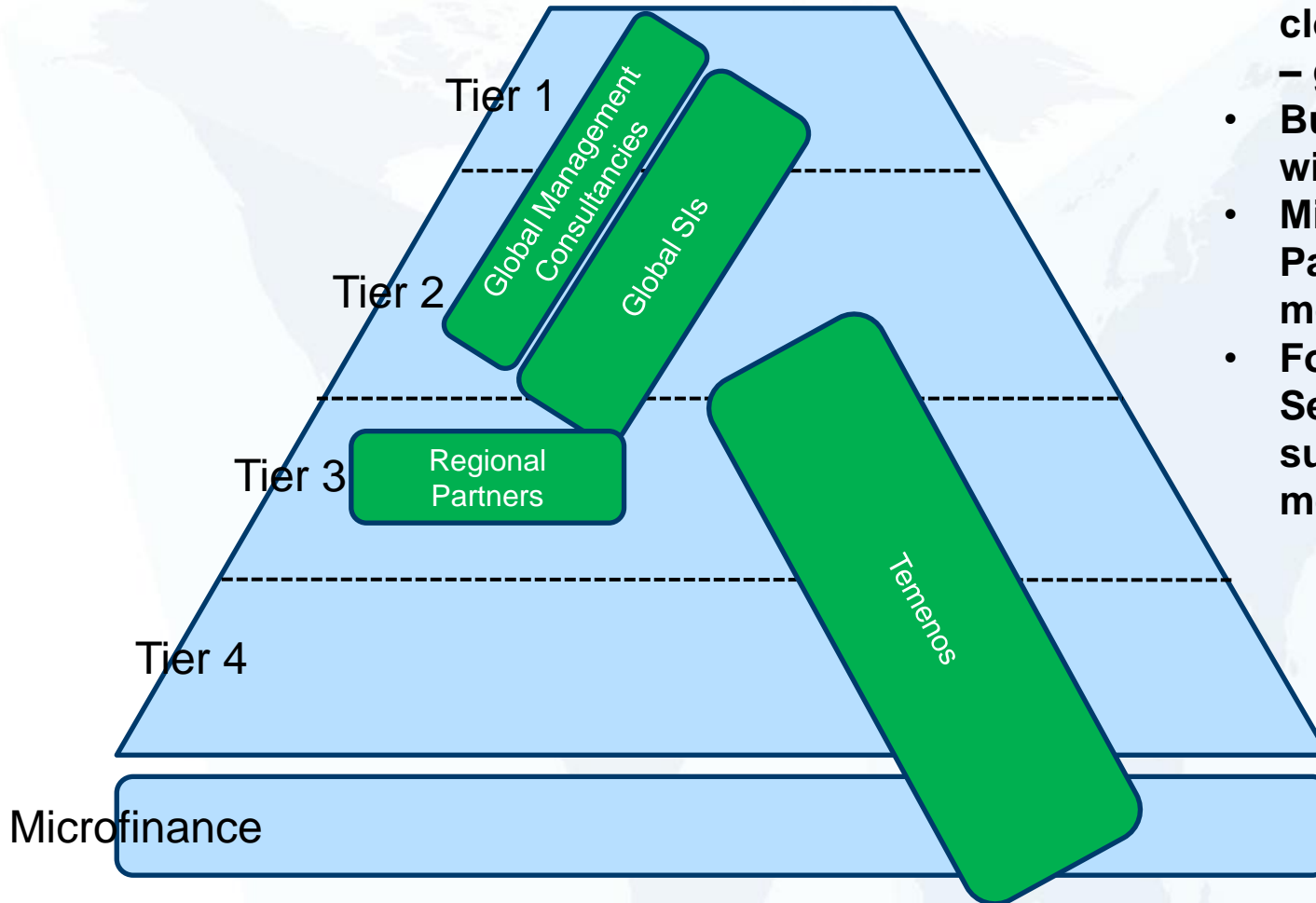


■ Represents activities to be assumed by Temenos partners. ■ Represents future Temenos activities.

Strategy – Stage I

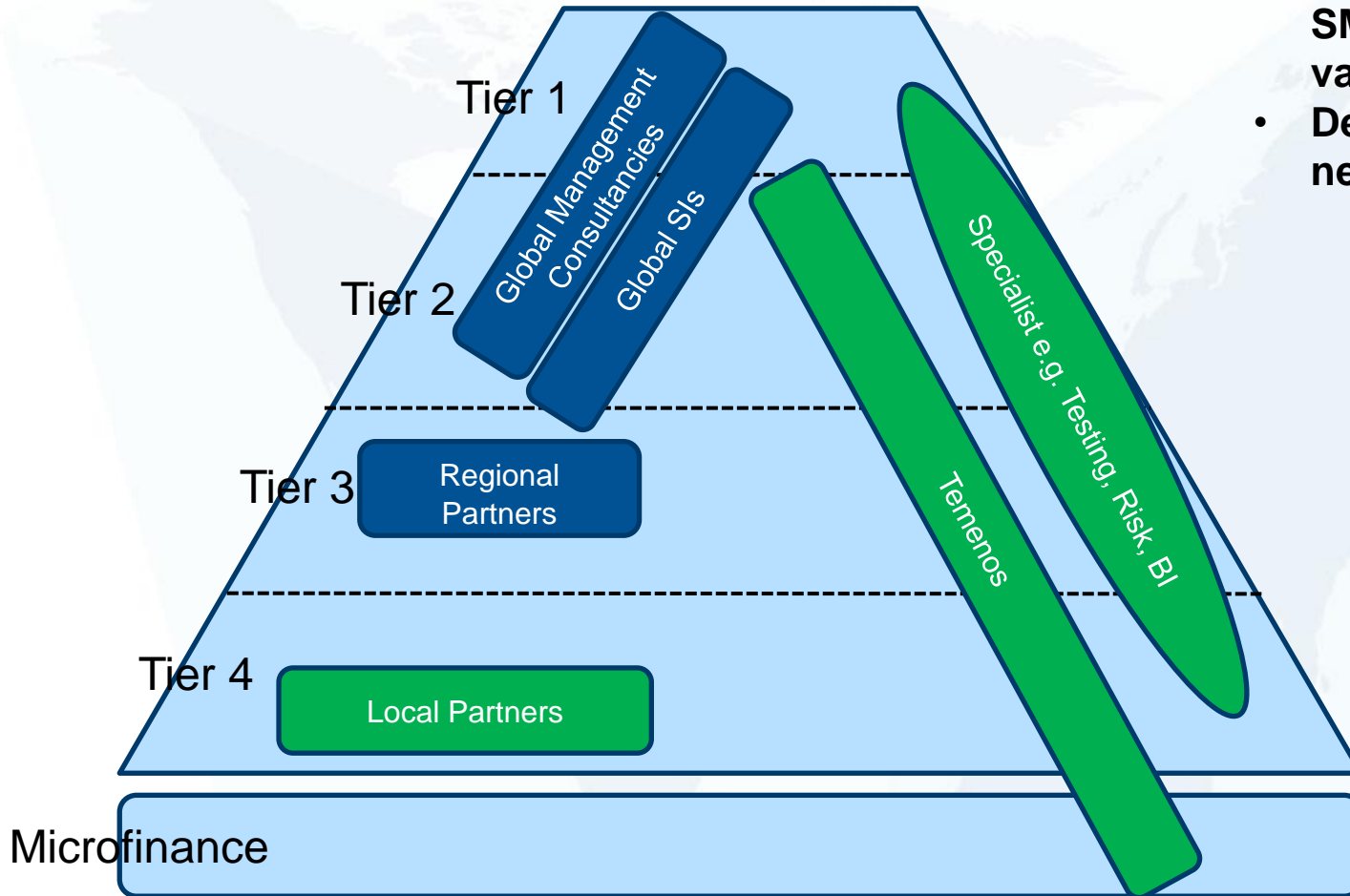


- **Bring in new delivery resources to increase bandwidth**
- **Cut out local bodyshops**

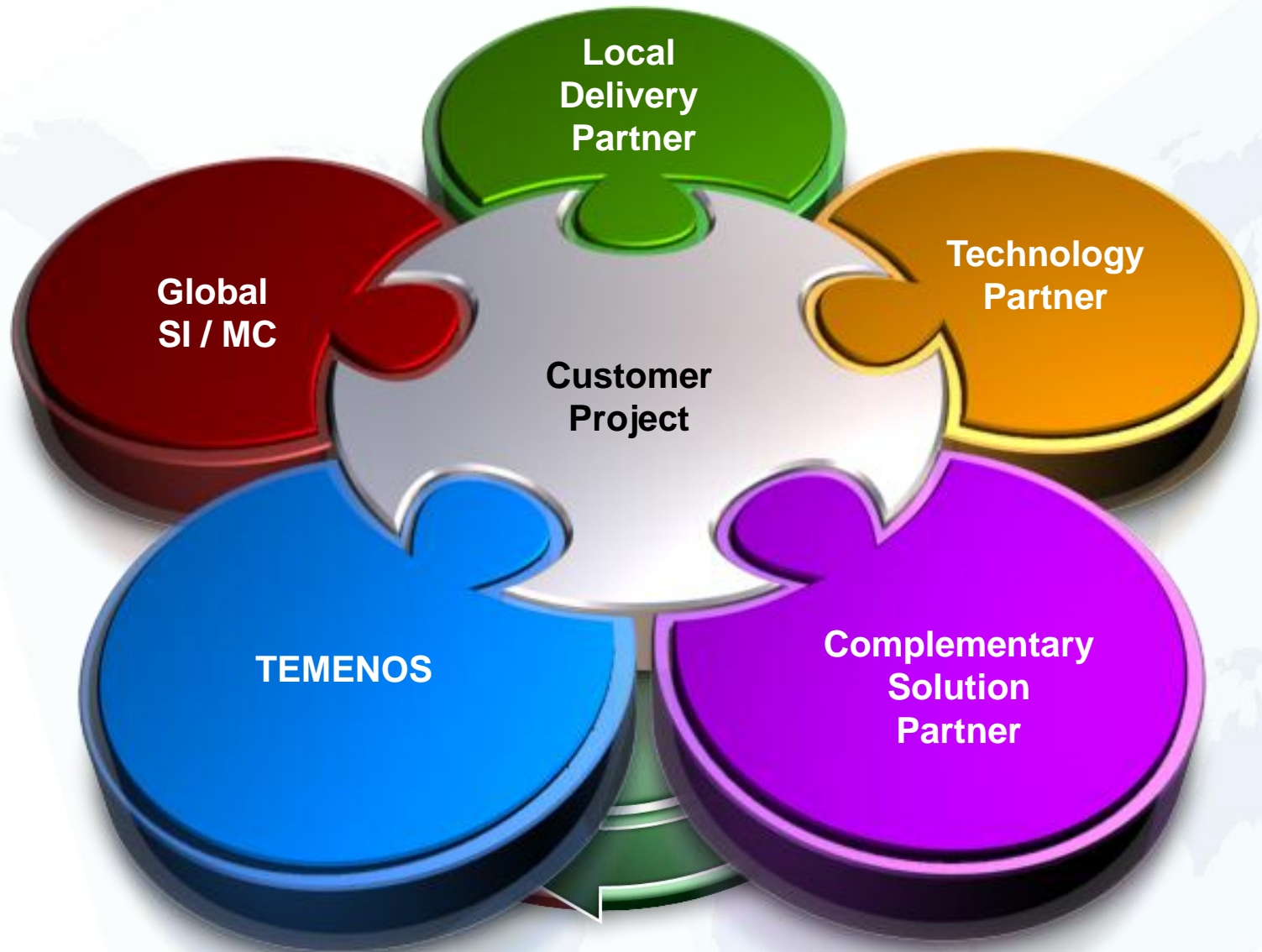


- **Bring in new Management Consultants to get closer to customer – get higher**
- **Build solutions with SIs**
- **Migrate Regional Partners to new model**
- **Focus Temenos Services on support and expert model**

- **Bring in delivery specialists**
- **Focus Temenos to SME & higher value**
- **Develop local network**

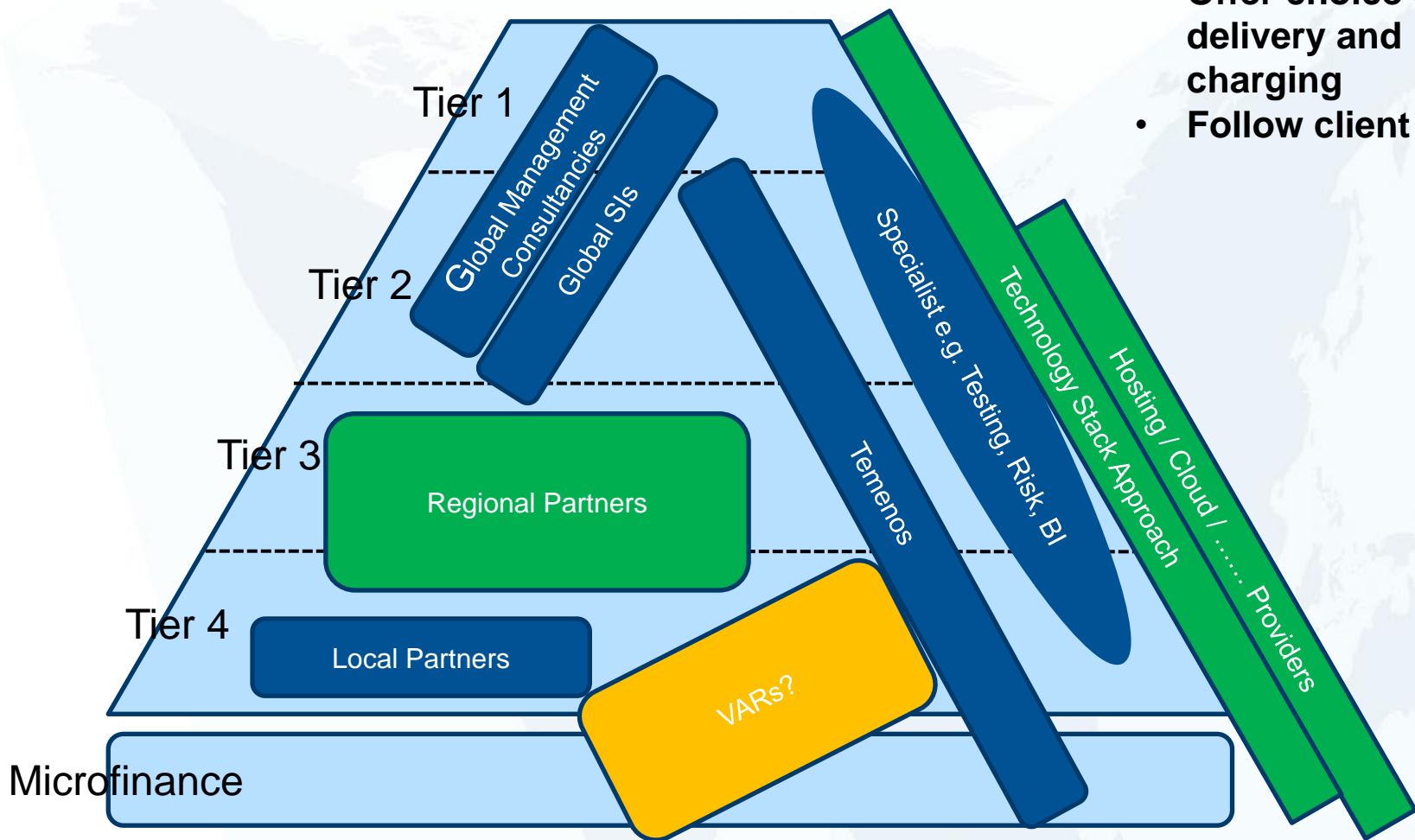


TEMENOS Community Delivered Project



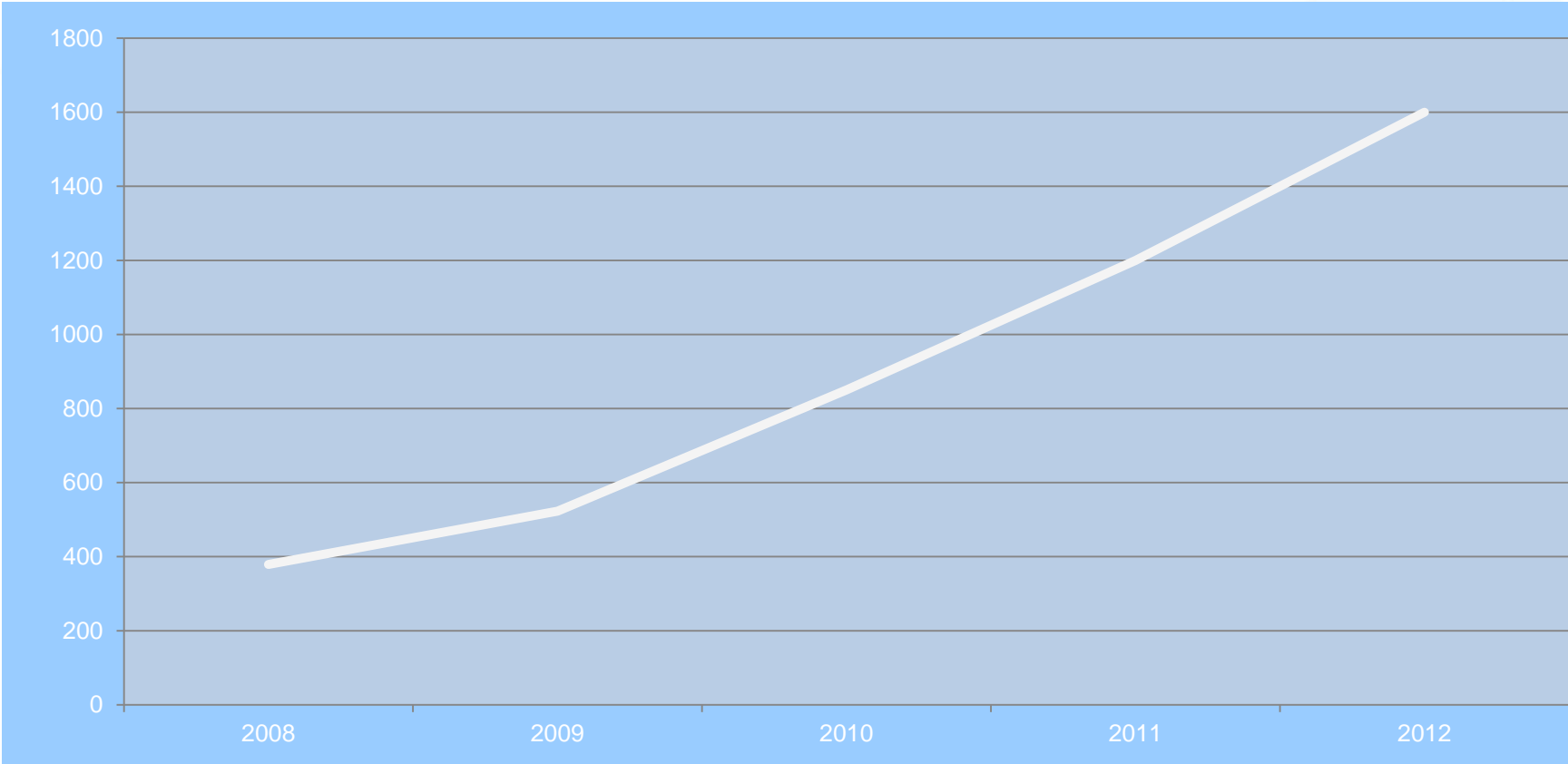
- Working with Partners
 - At the development stage
 - - Technology Partners changing their product to better support Temenos
 - At the introduction stage
 - - Ethiopia, Angola, Indonesia,.....
 - At the investigation and RFP stage
 - Deloitte offering banking and legal organisation advice
 - Cognizant supporting RFPs
 - At the delivery stage
 - - Testing, data migration and interfaces now by Partners
 - At the support stage
 - - Upgrades

Strategy – Stage IV



- **Widen Regional Network**
- **Offer choice of delivery and charging**
- **Follow client stack**

Committed Resource Growth in the Official Partners



Service Partners – November 2010



TEMENOS

Global Services Partner

- Deloitte MCS
- Cognizant
- Capgemini
(Inc. CPM Braxis)
- Accenture
 - (Via Odyssey)
- +
- *Hosting*



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Regional Services Partner

- Sofgen
- Thesys
- GFI Informatique



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Services Partner

- Local coverage
 - Germany
 - Indonesia
 - SADEC
 - Pakistan
 - Italy
 - Turkey
 - Kazakhstan, Kyrgyzstan, Uzbekistan
 - CIS and Baltics
- +
- *Canada*
- *India, Philippines, Singapore and Malaysian*
- *Bolivia*
- *China*



Why Technology Partners Drive Opportunities

- Some bring leads
 - Microsoft
- Advances drive lower cost of ownership
 - Intel and Microsoft
- Advances offer new delivery
 - Microsoft Azure and Cloud delivery
- Hardware widens scale of use
 - Exadata and Exalogic from Oracle
- Hardware reuse
 - IBM Open Source and Smarter Planet Initiative

There Are Challenges - We Are Aware



- Taking on too many Partners
- One off tactical relationships
- Infrastructure to support them
- Competition between Partners
- Competition with Temenos Sales & Services
- Doing too many things and losing focus



- 2 Global and 3 local Service Partners added –
 - More on the way
- Achieved targets agreed with Microsoft
- Engaging earlier in the sales cycle
- Leveraging the scalability of partners to increase delivery capacity
- Circa \$30M deals brought or influenced in the pipeline



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Introduction to Deloitte Relationship