TEMENOS Partner Programme – a driver for growth
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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

- Business Strategy Support & Development
- Business Operation & Needs Analysis
- BPR
- System Specification
- System Selection
- Gap Analysis
- Project Planning
- Project Kick Off
- Change Management
- Project Management
- Training Needs Analysis
- Process Mapping
- Blueprint Design
- Risk Management
- Training Material Dev.
- Team Training
- End User Training
- Quality Control
- Train the Trainer
- Integration Testing
- Stress Testing
- Unit Testing
- U.A.T.
- T24 System Configuration & TAABS
- Unit Testing
- Custom Dev TAM
- Dev. Testing
- System Configuration & TAABS
- Support Design
- Support Build
- Test Support
- Migration Test
- Data Cleansing
- H/W & Network Install
- Data Migration
- Ongoing Support
- Live
- Go Live
- Post Project Review
- Live
- Data Evaluation
- Hardware / Infrastructure Sizing & Selection

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 body-shops
• 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
Strategy – Stage III

TODAY

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

Tier 1
- Global Management Consultants
- Global SIs

Tier 2
- Specialist e.g. Testing, Risk, BI
- Temenos

Tier 3
- Regional Partners

Tier 4
- Local Partners

Microfinance

• Bring in delivery specialists
• Focus Temenos to SME & higher value
• Develop local network
TEMENOS Community Delivered Project

Customer Project

- Local Delivery Partner
- Technology Partner
- Complementary Solution Partner
- Global SI / MC
- TEMENOS
Breaking the Mould

- **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

- Deloitte MCS
- Cognizant
- Capgemini
  (Inc. CPM Braxis)
- Accenture
  (Via Odyssey)
- Hosting
- Sofgen
- Thesys
- GFI Informatique

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
Progress to date in 2010

- 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
Introduction to Deloitte Relationship