



Financial Services
Innovation Challenge
Briefing pack

July 2020

Overview



Background



Global financial institutions (FIs), such as banks/insurers, engage mostly with local/ regional FinTechs



Mature Indian FinTechs still have limited access to the global FIs



DTTILLP¹ Financial Services Innovation Challenge intends to try and bridge this gap



The challenge aims to identify Indian FinTechs' products/solutions that can be taken to global FIs



What's in it for you



Access to global FIs

- DTTILLP will assist the selected FinTechs in identifying opportunities to implement the selected products/ solutions in global markets

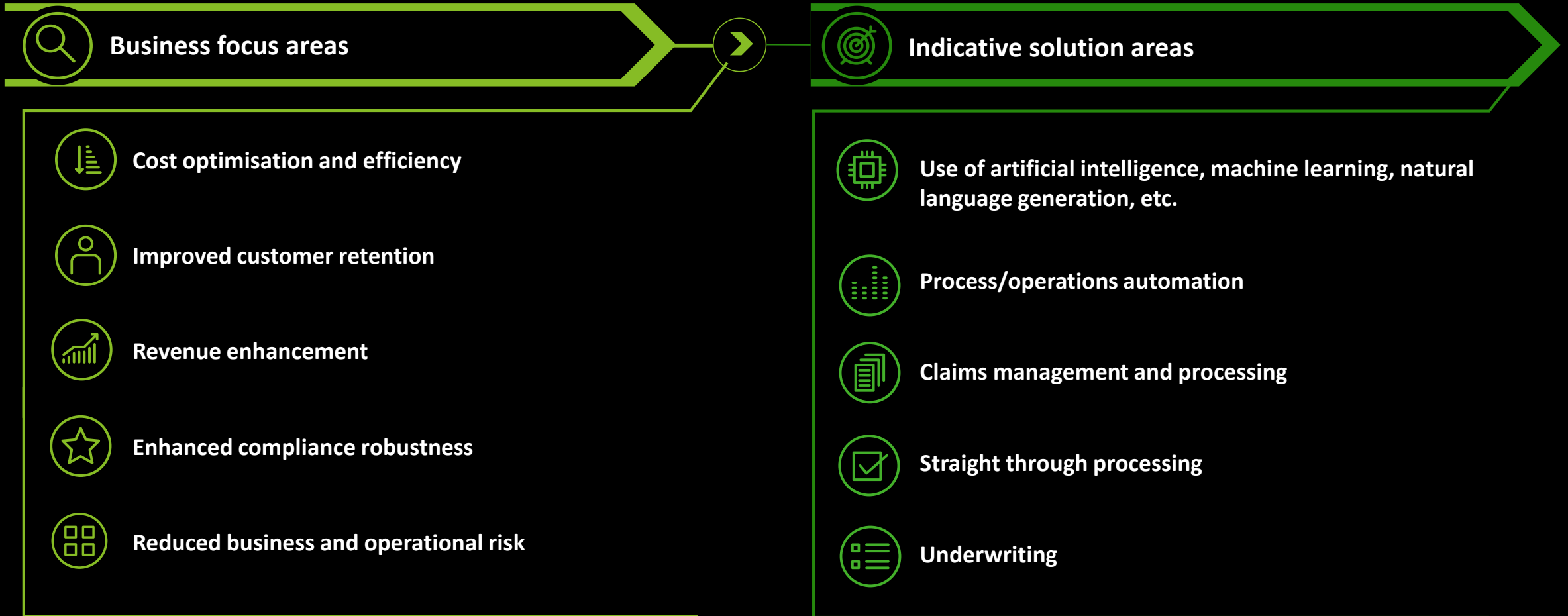


Benefit from DTTILLP's scale and functional depth

- A possible opportunity to work with DTTILLP to enhance solution/co-design materials to take to global FIs
- A potential chance to deliver the selected solution to global FIs, in association with DTTILLP

¹ Deloitte Touche Tohmatsu India LLP

Indicative solution areas



Note: The aforementioned list is not exhaustive. If you have an innovative solution for global banks or insurers, we would like to hear about it.

Challenge outline and timelines

Who

can participate?

- FinTechs that want to solve issues faced by global FIs (banks and insurance companies)

What

should be produced?

- Participants to submit the following:
 - An online application/details on [Link](#)
 - Demos/presentations, as needed

When

is the submission due?

- **24 July:** Last date to submit online entries
- **31 July:** DTTILLP to reach out for demos/presentations, if needed
- **Week of 3 August:** Demos/presentations, as needed¹
- **14 Aug:** DTTILLP to reach out to the first cohort

How

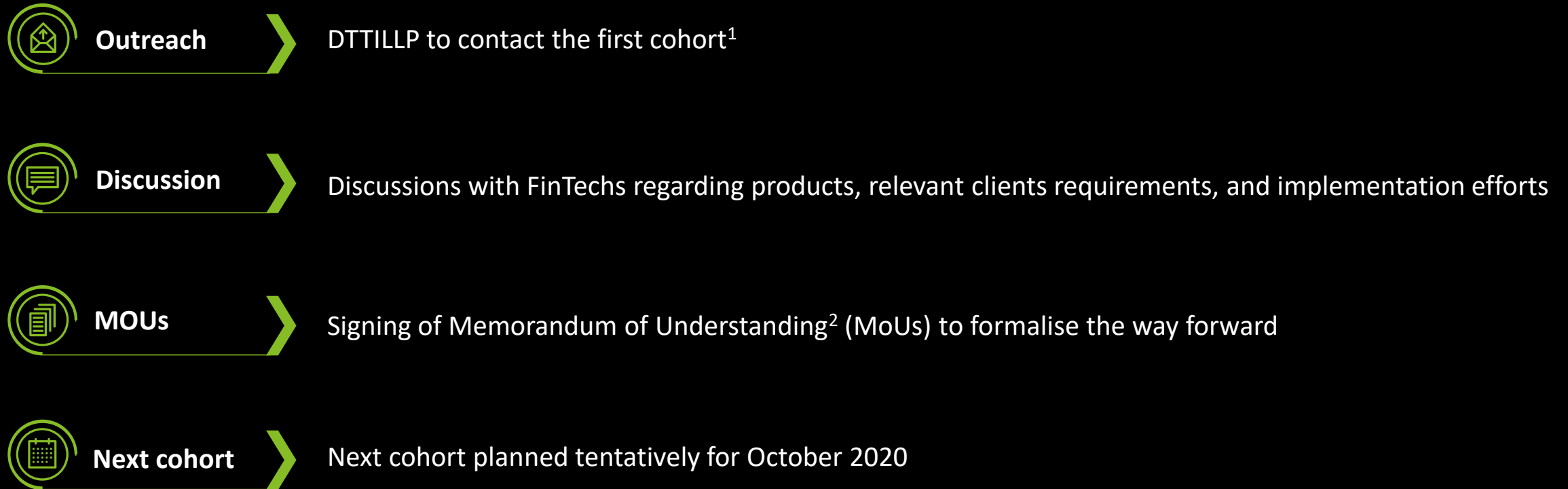
will it be assessed?

- Assessment parameters:
 - Clear value proposition
 - Business benefit/Return on Investment (ROI)
 - Existing client base
 - Scalability
 - Implementation agility

In case of any queries or clarifications, please contact the DTTILLP team at InFSIC@deloitte.com

¹ Post demos/presentations, the identified FinTechs may be requested to provide additional information about their organization to initiate the due diligence process

Steps after identifying the first cohort of solutions



¹ This is one of many such planned cohorts. Subsequent cohorts are expected to be rolled out in the near future.

² A set of standard due diligence processes including applicable conflict and independence checks will be conducted in line with DTTILLP internal risk and compliance policies before signing of the MoU with any FinTech and signing of the MoU shall be subject to successful completion of such checks



Disclaimer: Participation or being declared as a selected Fintech does not guarantee an opportunity of delivering solutions to global FIs. Opportunity to jointly pitch would be subject to several external factors such as macro-economic situation, industry trends, clients' focus at that point in time etc.

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