

# A secure, agile platform for growth and innovation

The BT Radianz FinTech incubator is great if you're a start-up. It leverages the expertise and trusted brand of the BT Radianz portfolio, and is designed and tailored for the financial markets. It also removes barriers you may be facing and helps nurture and support your business as it grows.

FinTech is a growing source of innovation in the financial markets industry. But if you're a FinTech firm, you may face many barriers when trying to introduce new solutions to the market – with multiple challenges around market adoption, delivery and meeting the stringent contractual or global compliance expectations of established financial institutions.

You're increasingly looking for cost-effective and flexible solutions so you have a ready-made distribution platform for your services, address any security challenges and adapt to your lean, agile and innovative operational model.

We help address these challenges by combining the capabilities of our BT Radianz suite of services. Our FinTech incubator package offers a ready-made marketplace and highly scalable infrastructure for FinTech innovation, bringing together smart start-ups within an established financial community.

It offers a low cost start-up environment with flexible compute and connectivity services. This entry package includes BT Radianz Private Compute covering a server blade and security, managed up to OS level 24x7, internet and immediate access to the BT Radianz Cloud. Everything is pre-deployed and ready for service out of London and New York.

## We can help you:

- **lower your total cost of ownership** – remove cost of provisioning and managing infrastructure technology yourself
- **tap into global communities** – get simple and easy access to existing and new customers, globally
- **support and sustain growth** – do this from a technology and geographic perspective
- **compete with larger rivals** – access global, yet tailored, marketing capability
- **remove the DIY risk** – avoid home-grown, ad hoc solutions which aren't sustainable for long-term growth and expansion
- **stay secure and meet compliance guidelines** – protect your data and reputation
- **with managed support when you need it** – call on unrivalled, industry-leading 24/7 expertise.

We have a well established reputation in the financial services industry and an extensive track record of excellence.

# Opening the doors to innovation in financial services

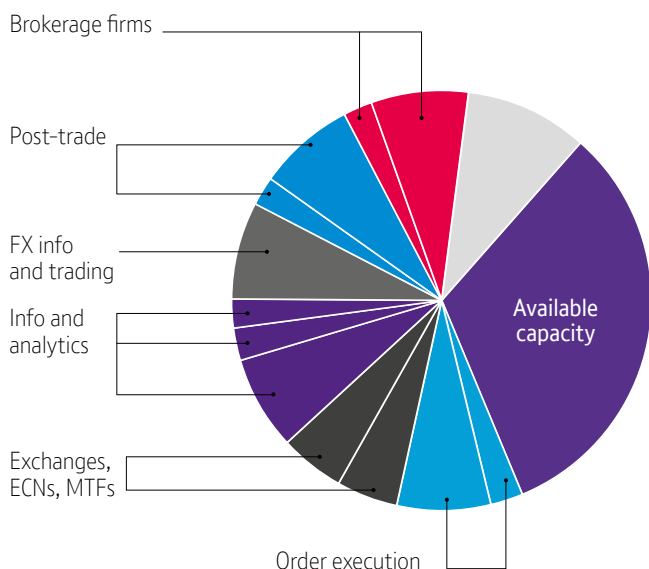
## BT Radianz Cloud

The world's largest, secure, networked financial community, created to address specific needs of the global financial sector, with thousands of community members, accessing thousands of applications from 400+ providers.

BT Radianz Cloud offers immediate access to many thousands of trading members. Providers can reach a ready-made global marketplace, and Members can consume the broadest range of services available.

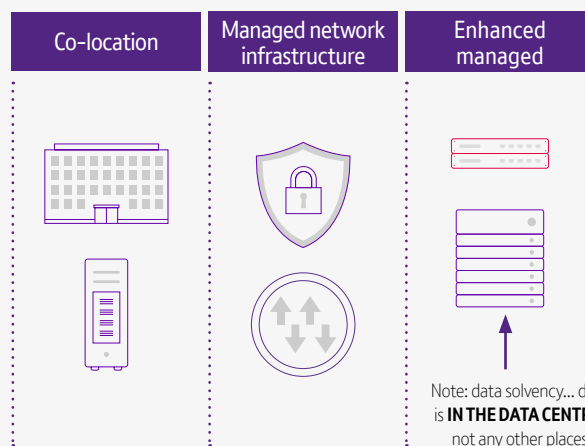
It's architected and designed to provide a highly secure, private, service oriented, IP communications fabric between market participants and address specific security needs for hosted infrastructures, so that critical infrastructures/data aren't compromised.

Multiple services are delivered over a single connection via resilient CE routers installed in a data centre, cross-connected to the pre-deployed and scalable Radianz PoP within the data centre.



## BT Radianz Private Compute

- **reduces total cost of ownership (TCO)** compared to a dedicated hosted solution within contracted co-location space
- provides **dedicated compute power** by using bare metal blade server(s)
- **leverages existing shared infrastructure**, such as storage, LAN / WAN, co-location within a data centre
- differentiates itself from public virtual machine (VM) solutions, as it **delivers a "jump-start" service**: blade(s) and not VM(s)
- provides **VM services on dedicated blade HW** if required
- utilises BT Radianz **24/7/365 dedicated support** as it's a fully managed service up to OS level
- **is underwritten by an SLA** (based on resiliency level chosen)
- **adds other BT Radianz hosting services**, such as Backup to Tape, etc.



## Why choose us?

Whatever our customers need, wherever they need it, we have a unique breadth of scope, reach and capability. We:

- have over 90 of the world's top 100 banks as our customers
  - maintain the world's largest secure networked financial community
  - have a network which covers 198 countries and territories
  - process 20 million+ card payments by our systems daily
  - settle £350bn of securities transactions via our systems every day
  - have 68,000 users depend on our trading-floor turrets
  - have contact centre solutions supporting over 65,000 agents.
- We also underpin a community cloud environment delivering BT Radianz services to enable thousands of member locations in over 60 countries to access services from over 400 application and content providers.

## What could BT Radianz FinTech incubator do for you?

Visit [bt.com/globalservices](http://bt.com/globalservices)

Offices worldwide.

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