

Open Banking Strategy Canvas

Team

Date

Version

<p>Data and infrastructure</p> <p>What internal and external data is required to deliver our value propositions? How do we manage the data and what infrastructure is required?</p>	<p>Operating model</p> <p>What parts of the value chain do we own? What internal capabilities are required to deliver our value propositions? How do we set up our Open Banking product development and product management?</p>	<p>Key customer segments</p> <p>Who are our internal and external key customers? What are their needs or jobs-to-be-done that we serve?</p>	<p>Value propositions</p> <p>How does our Open Banking proposition create value to our internal and external key customers? What are the products and services we offer to each customer segment?</p>	<p>Objectives</p> <p>What are key business and customer objectives? How do we measure success? What are the key metrics?</p>
<p>Governance, risk and compliance</p> <p>What are the key implications to our GRC models? How do we monitor our own and third party activities?</p>				<p>Monetisation</p> <p>What are the major revenue and cost drivers? What are the key monetisation models of our Open Banking products and services?</p>
<p>External enablers</p> <p>What parts of the value chain do we outsource? What external capabilities or resources are required to deliver our value propositions?</p>			<p>Ecosystem</p> <p>What banking and non-banking ecosystems will we participate in? Who are our key co-creation, distribution or marketing partners? What are our key channels?</p>	

