

# The Future of Payments

## Transformation with BNP Paribas

### CASE STUDY

**BNP Paribas asked one simple question, ‘do we want to differentiate ourselves as a bank when it comes to payments, or not?’ If not, there would be no need to radically transform their payments estate, they could just continue to build on their legacy infrastructure. But - of course - BNP Paribas did want to transform their payments architecture: Differentiating payments services and the ability to process very high volumes of transactions is critical to BNP Paribas’ cash management business in a crowded and changing industry landscape. Therefore, faced with challenging timescales, they committed to deliver on a transformation strategy for their architecture and technology, starting with implementing instant payments.**

This transformation is underpinned by IPF, Icon Solutions’ state of the art, cloud native, flexible payments platform. IPF enabled the successful delivery of instant payments across multiple BNP Group entities, covering four countries and three instant payment schemes. It is now being leveraged for further instant payment rollouts as well as migrating legacy payment capabilities such as traditional SEPA payments. As a result, BNP Paribas are making fundamental progress towards their goal of significantly reducing the cost of payment transaction processing whilst positioning themselves for success in the increasingly competitive payments market.

## Why Icon?

The bank needed a partner to aid them with their transformational programme, which encompasses:

- Building a modern, cloud native payments platform consisting of a payments engine, a data hub and API based connectivity, with IPF delivering the engine
- A refined business and IT strategy which identified the key business drivers needed to maximise the value of cash management and its impact on payments architecture
- Assistance in designing an architecture for the execution of payments that supports future business needs
- An assessment of the new real-time payments architecture based on real-life use cases, but also geared toward future requirements
- An assessment of the current datahub roadmap in relation to the target architecture
- Practical scenarios to migrate existing payment types (such as SEPA CT, SEPA DD, High Value Payments) from the current legacy systems to the new platform, with clear benefits and rationale

Icon's mission - to help banks transform their payments architecture, moving 'from consolidation to collaboration', resonated strongly with BNP Paribas. The bank valued the combination of Icon's deep technology and payments expertise alongside the innovative technology solution. Specifically, IPF empowered BNP Paribas to a much greater degree than alternative solutions, allowing them to respond to the increasing demands of an open, data driven and real-time world.

## Our Approach

Icon deployed a team of experts to support the initiative and work in close collaboration with BNP Paribas to meet these requirements, delivering;

- A market study, describing the current payments landscape and the key trends impacting the future of payments, presenting conclusions and recommendations relevant to the client's target architecture
- An updated future state architecture that considers and ensures alignment with market developments and BNP Paribas' business vision
- A roadmap for transformation, identifying the appropriate projects to implement, and the required governance model to deliver successfully
- A transformative architecture based on Icon's IPF payments platform to deliver at speed but with reduced risk by working in unison with legacy solutions

The initial high-level architecture was designed between Nov 2017 and Feb 2018. The detailed design, market study and roadmap definition were carried out iteratively alongside each of the Go Live deliveries. The first IPF delivery was in Jan 2018, with iterative Go Live deliveries in June 2018, November 2018, February 2019 and March 2019.

## Benefits

Icon Solutions enabled BNP Paribas to meet their first challenge on the transformation journey through the fast track deployment of IPF for instant payments. This included two major milestones; full system certification and the successful processing of live transactions for the first European SEPA Inst scheme, which were delivered within six months.

The impact of our consultancy work with the client has set the target architecture and roadmap for the next three years with the customer whilst simultaneously building a platform that is cost-effective and leveraging cutting-edge technology.

Building on this, IPF successfully provided a proven path for long term self-adoption by the bank, who are now empowered to make autonomous changes to processes and flows, saving time and resources. In stark contrast to traditional vendor models, continued support from Icon throughout the deployment of IPF was accompanied by knowledge transfer to BNP Paribas. This, coupled with the transparency of IPF's open source architecture, enabled Icon to empower BNP Paribas to respond to future needs such as growth, volatile transaction volumes and the deployment of value-added services, with greater speed and at a significantly reduced cost.



## OUTCOME

Icon's payments expertise and pragmatic transparent approach gave the bank confidence in a successful delivery. The impact of our work with BNP Paribas has set the target architecture and roadmap for the next three years with BNPP whilst simultaneously building a platform that is cost-effective and leveraging cutting-edge technology.



**DISCOVER HOW ICON CAN HELP WITH  
YOUR JOURNEY TO PAYMENTS TRANSFORMATION**

+44 (0)20 7147 9955 [info@iconsolutions.com](mailto:info@iconsolutions.com)



[iconsolutions.com](http://iconsolutions.com)