1. Technology
2. Data
3. Regulation
“Technology companies treat data as the asset and products are how they monetize it; we banks view products as the asset and data as an afterthought”

- CEO of $1.7b Bank
Regulatory Rigidity
Shadow banks fill regulatory gaps?
Piskorski
What is the job to done here?
“It is noteworthy that P2P lending is not an innovation in the product space...”
- Balyuk
Digital Lipstick on an Analog Pig
Experience Level

Tactical Level

Strategic Level
...for Financial Services

- Technology
- Processes
- People
- Culture
- Regulation
$100B+ invested in fintech companies in last 5 years

Encroachment from adjacent players:
- Retailers/Marketplaces
- Tech Companies
- Insurance

Digital arms race from other incumbents:
- New strategies
- Acquisitions
- Acquihires
Core Strategies & Tactics

Innovation Strategies & Tactics

Extend the Line

Bend the Line

Jump the Line
Dynamic Fintech Landscape

Highly Regulated Environment
The journey is just begun