



Kennisevent administratieve software

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VISMA Connect BV



Introducing VISMA

“It’s the companies with the **ability and will to change** that will survive in the future.”

- Østein Moan, CEO Visma

VISMA Group

#1 SaaS company in Europe

- eAccounting & Billing
- Bank Connectivity Hub
- Order-to-Cash Solutions
- Payroll
- ERP
- eGovernment

8500 employees

3400 software developers

800.000 customer contracts

> 50% cloud computing

> 1B Euro revenue

VISMA Netherlands

> 215 mio Revenue

> 1700 employees

Customer base > 50.000



VISMAConnect (Formerly)

12 Years experience of running large volume & secure digital information and messaging exchange for business critical processes

> 300 mio trx/year

SWIFT Service Bureau (only one in NL)
Critical Payments SaaS Solutions



Visma Connect Referenties

Visma Connect Critical Operations



Visma Group



Proven IBM FTM Payments Capability

Banks



Critical Market Infrastructures



FTM is used by more than 50 banks globally
FTM for SWIFT is used by more than 30 banks globally

Agenda



The Good



“**Er is geen sprake van AIS of PIS** indien de rekeninghouder aan zijn bank verzoekt om zijn betaalgegevens te delen met een derde partij, of de derde partij te mandateren om betalingen te verrichten via een speciaal kanaal.”



Dit betekent dat **de boekhoudkoppeling**, vanwege het bestaan van een contract tussen de rekeninghouder, de bank en de derde partij, **is uitgezonderd van de PSD2 vergunningplicht**.

The Bad



“Het staat de bank vrij om de wijze van communiceren te kiezen met de derde partij waar de bank op verzoek van de klant mee koppelt. De bank kan daarbij onder haar eigen verantwoordelijkheid een speciale (technische) koppeling gebruiken. **Daarbij mag gebruik gemaakt worden van de** in het kader van **PSD2 ontwikkelde API** (technische koppeling). Het is aan de banken zelf om op basis van een **belangenafweging** te bepalen **of zij deze dienstverlening aan niet-vergunningplichtige derde partijen (nog) willen verrichten.**”



Dit betekent dat de DNB duidelijk maakt dat de banken het alleenrecht hebben om de toekomst van de boekhoudkoppeling te bepalen. **De verwachting is dat banken op termijn de bestaande koppeling zullen uitfaseren ten faveure van de (PSD2) API, al dan niet met vergunningplicht.**

The Bad

API standaarden

De 4 “standaarden” in Europa

OPEN BANKING



- In de UK is het gebruik van de Open Banking standaard verplicht
- De Berlin Group standaard wordt door 44% van de banken gebruikt in de EURO zone, maar biedt ruimte tot interpretatie
- De STET standaard wordt met name in FR gebruikt
- 22% van de banken gebruikt geen enkele standaard

The Bad

Huidige staat van APIs



```
{
  "transactions": [
    {
      "mutationCode": "333",
      "descriptionLines": [
        "Payment from Greece",
        "for grapes"
      ],
      "bookDate": "2018-10-23",
      "balanceAfterMutation": 4985,
      "counterPartyAccountNumber": "GR000230201201",
      "counterPartyName": "Greasy Grapes Inc",
      "amount": -15,
      "currency": "EUR",
      "transactionId": "TRXID001"
    },
    {
      "accountNumber": "NL12ABNA9999876523",
      "nextPageKey": "2018-10-24T11:50:27.810000"
    }
  ]
}
```



```
{
  "account": {
    "iban": "NL12INGB123456789",
    "currency": "EUR"
  },
  "transactions": {
    "booked": [
      {
        "transactionId": "trx123456789",
        "endToEndId": "EndToEndID1234567890",
        "bookingDate": "2017-11-21",
        "valueDate": "2017-11-21",
        "executionDateTime": "2018-07-01T09:16:54.991Z",
        "transactionAmount": {
          "currency": "EUR",
          "amount": 100.12
        },
        "creditorName": "Creditor Name",
        "creditorAccount": {
          "iban": "NL12INGB123456789",
          "bban": "123456789",
          "bic": "INGBNL2A"
        },
        "debtorName": "Debtor Name",
        "debtorAccount": {
          "iban": "NL12INGB123456789",
          "bban": "123456789",
          "bic": "INGBNL2A"
        },
        "transactionType": "Sepa Credit Transfer",
        "remittanceInformationUnstructured": "Unstructured remittance information example",
        "remittanceInformationStructured": {
          "referenceType": "SCOR",
          "referenceIssuer": "ISO",
          "reference": "RF18539007547034"
        }
      }
    ]
  }
}
```



```
{
  "account": {
    "iban": "123456789",
    "currency": "EUR",
    "iban": "NL05RABO0812836782"
  },
  "transactions": {
    "links": "ewdazi",
    "booked": [
      {
        "bankTransactionCode": "PMNT-RCDD-ESCT",
        "bookingDate": "2017-02-23T00:00:00.000Z",
        "checkId": "863687346749440",
        "creditorAccount": {
          "iban": "123456789",
          "currency": "EUR",
          "iban": "NL05RABO0812836782"
        },
        "creditorAgent": "RABONL2LXXX",
        "creditorId": "NL98ZZ09999999999",
        "creditorName": "Creditor Name",
        "debtorAccount": {
          "iban": "123456789",
          "currency": "EUR",
          "iban": "NL05RABO0812836782"
        },
        "debtorAgent": "RABONL2UXYZ",
        "debtorName": "Debtor Name",
        "endToEndId": "90705030",
        "entryReference": "232324434",
        "exchangeRate": {
          "currencyFrom": "EUR",
          "currencyTo": "EUR",
          "rateContract": "rate contract",
          "rateDate": "2018-09-10T00:00:00.000Z",
          "rateFrom": 1,
          "rateTo": 1
        }
      },
      {
        "initiatingPartyName": "Initiating Party",
        "instructedAmount": {
          "amount": 5.12,
          "sourceCurrency": "EUR"
        },
        "mandateId": "EEDD-D121-01",
        "numberOfTransactions": 1000,
        "paymentInformationIdentification": "123456",
        "proprietaryBankTransactionCode": "Proprietary code",
        "purposeCode": "EPAY",
        "purposeProprietary": "Proprietary purpose code",
        "raboBookingDateTime": "2017-02-22T17:00:32.694Z",
        "raboDetailedTransactionType": "356",
        "raboTransactionTypeName": "Euro Incasso",
        "reasonCode": "AC01",
        "remittanceInformationStructured": "23183510990000",
        "remittanceInformationUnstructured": "Description line 1",
        "transactionAmount": {
          "amount": "5877.78",
          "currency": "EUR"
        },
        "ultimateCreditor": "Ultimate Creditor",
        "ultimateDebtor": "Ultimate Debtor",
        "valueDate": "2017-02-22T00:00:00.000Z"
      }
    ]
  }
}
```



The Ugly

PSD2 Vergunning is een forse (recurring) investering



Business Model & Strategy

- Adequate business case
- Recover & Exit plan



Governance & Risk Management

- Rollen en verantwoordelijkheden
- Risico analyse IT, Compliance & Legal
- Uitbestedingsbeleid
- Bekwaamheid van de beleidsbepalers
- Opstellen AML regels



(IT/Infrastructure) Security

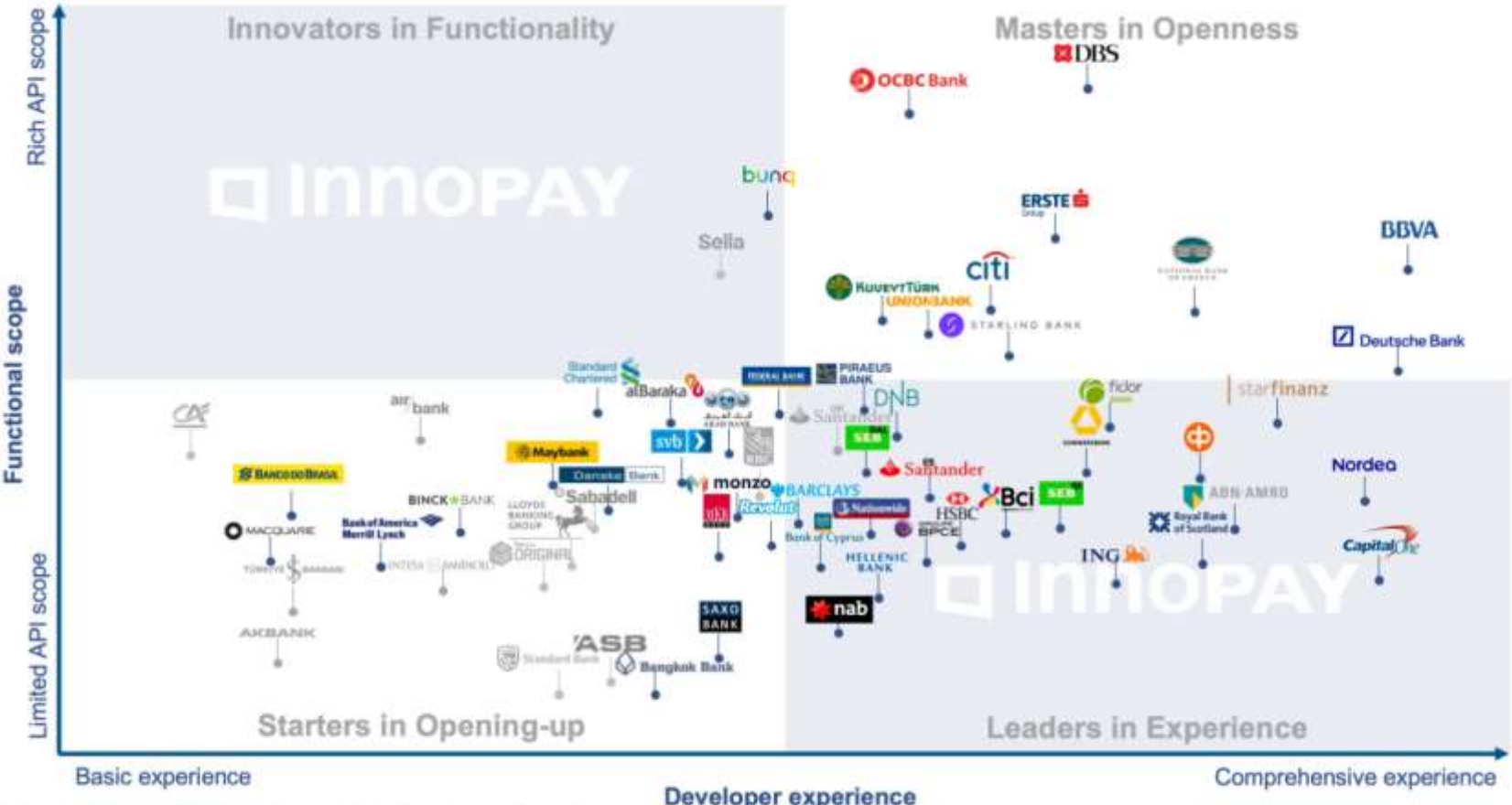
- Adequate omgang met persoonlijke gegevens
- Data beveiliging
- Incidenten rapportage processen
- Onboarden nieuwe klanten (CDD)



Personeel

- Beloningsbeleid
- Training personeel
- Rollen en verantwoordelijkheden

It is only the beginning



*Grey logo indicates limited portal accessibility, thereby complicating full assessment
INNOPAY Open Banking Monitor (OBM) – Developer Portal benchmark (update August 2019)



The benefits of PSD2





Thank you!

Outsource hassle, insource agility

