**NFRisk** | Resolvo Advisory

# Technology Proposition and Bank-Readiness Review

## Independent banking-domain challenge before a proposition reaches regulated clients

**Banks do not buy technology claims alone.** They test whether the proposition solves a material problem, can meet data, control, integration, resilience and governance expectations, and can be implemented within operational reality. NFRisk exposes weaknesses early and converts technical capability into a credible, evidence-based and deliverable banking proposition.

## THE BANK-READINESS APPROACH

| 1<br>QUALIFY | 2<br>CHALLENGE | 3<br>TRACE | 4<br>PROVE | 5<br>MOBILISE |
|---|---|---|---|---|
| Define the bank problem, buyer, use case, intended outcome and reasons to act. | Test claims, limitations, regulatory relevance and the evidence behind the proposition. | Map data, controls, integration, security, resilience, operating-model and human dependencies. | Define requirements, acceptance evidence, pilot success criteria and unresolved readiness gaps. | Prioritise actions and shape a credible client discussion, discovery, pilot or delivery path. |

## WHEN THIS REVIEW IS APPROPRIATE

- A technology provider is entering banking, financial crime, payments or another regulated market.
- The product is technically credible, but priority use cases, buyers or measurable outcomes remain unclear.
- Bank conversations stall because data, controls, governance, security or implementation questions are not answered convincingly.
- A proof of concept or pilot has generated interest but is not converting into scaled implementation.
- Sales and product teams need senior banking-domain challenge before a proposal or executive workshop.
- AI, automation, workflow, API or data propositions rely on assumptions that have not been tested against bank operating reality.
- A provider needs to distinguish what the solution can credibly do, what it cannot do, and what client dependencies remain.
- A consulting or delivery partner requires specialist financial-crime, data, payments or assurance capability.

## WHAT NFRISK ASSESSES

- Material client problem, target buyer, use case and decision pathway.
- Business, regulatory and control relevance - without overstating the product role.
- Data availability, provenance, integrity, ownership and evidence requirements.
- Architecture, APIs, integration, security, resilience and third-party dependencies.
- Operating model, human oversight, exceptions, accountability and business acceptance.
- Implementation assumptions, delivery model, testing, readiness and supportability.
- Proposition claims, proof points, limitations and readiness for senior bank scrutiny.

## TYPICAL OUTPUTS

- Executive bank-readiness assessment and risk-ranked scorecard
- Prioritised banking use cases, buyers and value hypotheses
- Proposition claim, limitation and evidence challenge log
- Business, data, control and operational requirements map
- Integration, resilience and implementation dependency assessment
- Readiness gaps, priority actions and proposition refinement roadmap
- Discovery or pilot structure, success criteria and decision gates
- Executive client narrative, workshop or proposal input
- Clear proceed, revise, partner or stop recommendation

## ENGAGEMENT STRUCTURE

- Fixed-scope review of a product, proposition, priority use case or named banking opportunity.
- Senior-led, confidential and independent of sales targets or predetermined endorsement.
- Can conclude at readiness assessment or continue into client discovery, pilot design or delivery assurance.
- Where deeper issues emerge, connects directly to NFRisk diagnostics, financial-crime data integrity, payments readiness and programme assurance.

## INTENDED OUTCOME

A proposition that can withstand serious bank scrutiny: **clear about the problem it solves, credible about its claims and limitations, explicit about client dependencies, and realistic about implementation, control and operational adoption.**

**WHY NFRISK** Senior banking experience connecting financial crime, data integrity, payments, controls, operating models, technology delivery, resilience and implementation reality.

**DISCUSS A CONFIDENTIAL BANK-READINESS REVIEW**

**TYPICAL SPONSORS** CEO / Founder | Product and Strategy Leaders | CTO / CPO | Sales and Partnerships | Client Solutions | Delivery Leadership | Investors and Strategic Partners

**Turning technically credible products into propositions that regulated institutions can understand, challenge, govern, implement and trust.**