

Ioana Guiman

Business Development & Managing Partner, Allevo

Ioana is on the board of Allevo since 2016, focusing on strategizing and finding new business opportunities in financial services.

Passionate about solving financial inclusion and driving more transparency in banking, she is also an advocate of open source software, responsible solution design and business ethics.

Having a technical background in computer science, Ioana is with Allevo since 2003, covering various roles: software developer, solution designer, system engineer. With an open heart for finding custom solutions to very specific customer problems, she is always keen to ensure customers get excellence, both in terms of products and services. Always on the lookout for the next best thing, keeping a close network of financial services experts, FinTechs and key players, to benefit from their insights and know-how.



FINANCIAL OPERATIONS MADE EASY

Allevo is one of the players active in the financial services space for the past 20 years. What's different from most competitors is that Allevo is a privately owned company coming from an emergent market, Romania. Although it may not seem much, having to compete with companies that have access to far richer resources is not an easy game to play.

In this context, Allevo has proven constant agility in designing new software solutions that address issues of financial services institutions. Notable innovations include the design of an application that achieves integration and financial process automation, an application for achieving accounts reconciliation, an application that manages the disbursement and loan repayment flows for microfinance, an application that automates the financial flows of corporate treasury, an application that enables banks and FinTechs to operate in an Open Banking setup, and last, but not least, the open source business model.

The solution portfolio allows Allevo to address a broad selection of players, ranging from banks, to companies, microfinance, public administration, money transfer operators, credit institutions and so on.

The last couple of years have been very intense. One major area of focus was finalizing the open banking solution that allows banks to achieve compliance to provisions of PSD2. The second was the implementation of the TOSS project, a project co-financed by the European Regional Development Fund under the Competitiveness Operational Programme 2014-2020, Priority Axis 2 "Information and Communications Technology (ICT) for a competitive digital economy".

FinTP-Connect was delivered in 2018 in two proofs of concept to two banks in Romania, allowing them to test early an open banking architecture, the flows behind, security concerns included. FinTP-Connect is just the starting point to enabling a bank to communicate with partners, customers or competitors even in a standard way, via APIs. The major benefit of such an implementation is the step towards interoperability, something Allevo has been advocating for for a very long time.

The software solution developed as part of the project targets SMEs and corporate treasuries. The project enables the use of IT and communication, reducing cost and processing time for the processing of financial operations of companies. Possible extensions include

the relationship of the corporate with its business or individual customers and the provision of added value financial services.

FinOps Suite¹ is the business name of the software solution being developed as part of the Treasure Open Source Software (TOSS) project.

The main objective of the project is the growth of competitiveness of Allevo as a company by developing an innovative open source application. This application processes financial transactions for SMEs and corporate treasuries and is distributed under the GPLv3 open source license via the fintp.org portal.

MORE SPECIFIC OBJECTIVES ARE:

1. the development of the FinTPc application for processing financial transactions, aimed for SMEs and corporate treasuries
2. annual turnover growth by EUR 200,000 in the first 3 years after finalizing the project
3. gaining up to 23 new internal and external users of the application, over the first 3 years since the implementation of the project.

Although it does not sound too complicated, a lot of effort has been placed in developing this application and delivering the other components of the project.

Two such components are the allevo.ro website and the fintp.org website. These have been completely redesigned, not only from a look and feel perspective, but also in terms of content, logic, navigation and features for users.

The software is distributed under the GPL v3 open source license and is also available to members of the EURONEST Regional Innovative Cluster IT&C HUB, that Allevo is proudly a part of.

TARGET AUDIENCE OF THIS PROJECT:

- Big manufacturers (automotive, pharma, and energy industries, among others)
- Service providers (distribution of utilities, distribution of goods, retail chains, and many more)
- Small and medium enterprises that are collaborating with big manufacturers
- Financial transactions processors or third-party service providers for certain financial instruments
- Intra- or inter-sectorial financial infrastructures

FinTP-Instant	FinTP-Connect	FinOps Suite
Instant Payments	PSD2 compliance	Corporate treasuries
Straight-through processing	Centralized request management	Payment management
Connection to TransFonD	Back-office integration	Reporting
Process credit transfer instructions	TPP identification & validation	Reconciliation
Interface via web services	API management integration	Operational features
Timestamp	Data analytics	Message routing
Monitoring	Access for PISP & AISP	Automation and integration

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Financial Operations Made Easy

Allevo provides software solutions that help banks, companies, microfinance and public administration achieve process automation and compliance.



FinTP is a software application for financial institutions. It offers management of real-time payments, liquidity and assets. Its core enables technical integration between various proprietary formats and applications, performs message routing and format conversion, while also ensuring data persistence, protection and archive with advanced reporting capabilities.

FinTP consists of a variety of functional features that make up the core of the application, and additional business and operational features are available, allowing the setup of an environment suited for needs of every customer.

FinTP-Instant connects back-office applications of a bank to the Instant Payments service offered by TransFonD, retrieving payment messages in any format provided by these applications (tables, queues, etc), ensuring their conversion to the ISO 20022 standard and routing them to the Instant Payments System (IPS). Target audience: banks, public administration.



FinTP-Connect is a solution for centralized management of requests initiated by PISP/AISP on behalf of the final customer. It retrieves and processes these requests, transfers them to the Core Banking system, and then returns the responses back to the PISP/AISP. Target audience: banks.

FinOps Suite* is an open source solution for SMEs and corporate treasuries that centralizes financial and treasury operations, consolidates payments, and includes a short-term prediction component for liquidity flows. Target audience: big manufacturers, service providers, small and medium enterprises, payment processors, financial infrastructures, microfinance.



FinTP-Instant

- Instant Payments
- Straight-through processing
- Connection to TransFonD
- Process credit transfer instructions
- Interface via web services
- Timestamp
- Monitoring

FinTP-Connect

- PSD2 compliance
- Centralized request management
- Back-office integration
- TPP identification & validation
- API management integration
- Data analytics
- Access for PISP & AISP

FinOps Suite

- Corporate treasuries
- Payment management
- Reporting
- Reconciliation
- Operational features
- Message routing
- Automation and integration

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