

— The Bank OS: A Bank's Foundation for Modern Digital Banking Delivery

Is your banking infrastructure ready for the future of finance?

Today's customers are accustomed to financial services tailored to their needs — and their expectations for personalized experiences are only increasing.



Over the past decade, financial technology companies have raised the bar for ease and convenience through seamless embedded solutions, steadily capturing market share once dominated by traditional banking institutions. With the ability to manage checking accounts or send payments directly through everyday platforms, consumers and businesses no longer see banks as their sole option for financial services.

And banks have noticed. **Two-thirds** of banking and technology leaders say traditional banks risk losing market share if they fail to keep up with fintech innovations.

The days of branch-driven banking are over. The real challenge now? Adapting fast enough to stay ahead.

The ability to offer modern digital experiences demands technical readiness. However, many mid-market community banks and credit unions lack the infrastructure to support embedded and direct banking channels while maintaining control and oversight.

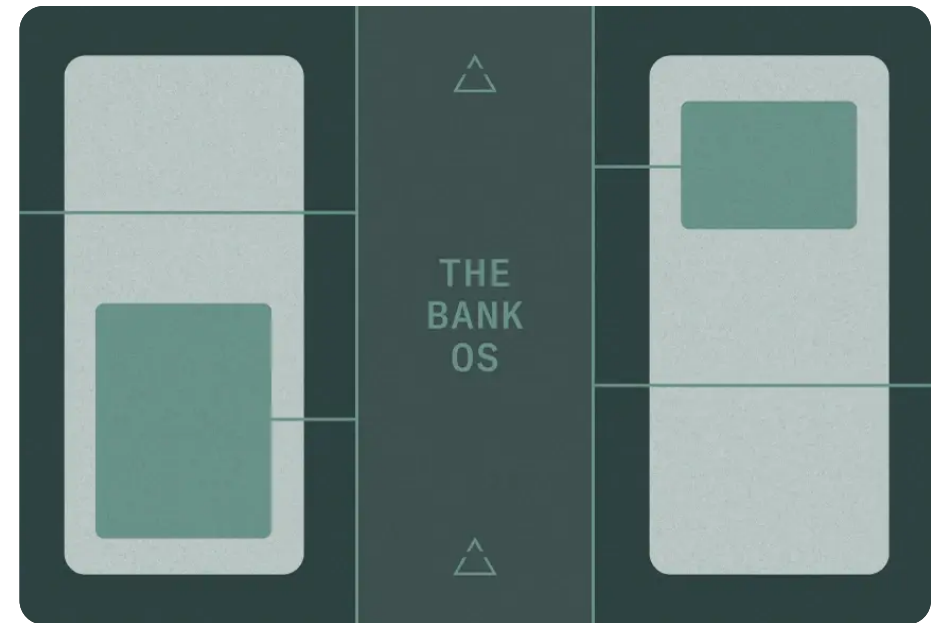
You might assume the only path forward is a costly, multi-year core replacement project, but there's a better way: a Bank Operating System (Bank OS).

A Bank OS enables your bank to scale fintech partnerships and enhance customer experiences, all within a centralized platform. With the right solution in place, your institution can compete at the pace of innovation rather than lagging behind due to legacy limitations.

Why every modern bank needs a Bank OS to stay competitive

A Bank OS is a modular infrastructure layer that streamlines how banks deliver digital experiences. By connecting directly to your bank's core systems, it allows you to offer modern capabilities through APIs without a full rip-and-replace of existing systems.

Rather than building separate integrations for each product or partner, banks can use a Bank OS to orchestrate all programs from a centralized platform. Whether you're participating in an embedded finance deal with a fintech or building a custom account-opening flow for a specific sector, the Bank OS provides the same level of flexibility and visibility.



Through a single platform you can:

DELIVER FULL DIGITAL BANKING CAPABILITIES,
FROM ACCOUNT OPENING TO CARD ISSUANCE,
ACROSS EMBEDDED AND DIRECT CHANNELS

OFFER TAILORED BANKING PRODUCTS FOR NICHE
INDUSTRIES AND CUSTOMER SEGMENTS USING
FLEXIBLE APIS

LAUNCH AND MANAGE MULTIPLE FINTECH
PROGRAMS SIMULTANEOUSLY WITH LESS
OPERATIONAL BURDEN

MAINTAIN OVERSIGHT WITH REAL-TIME DATA
VISIBILITY AND AUDIT TRAILS ACROSS ALL
PROGRAMS

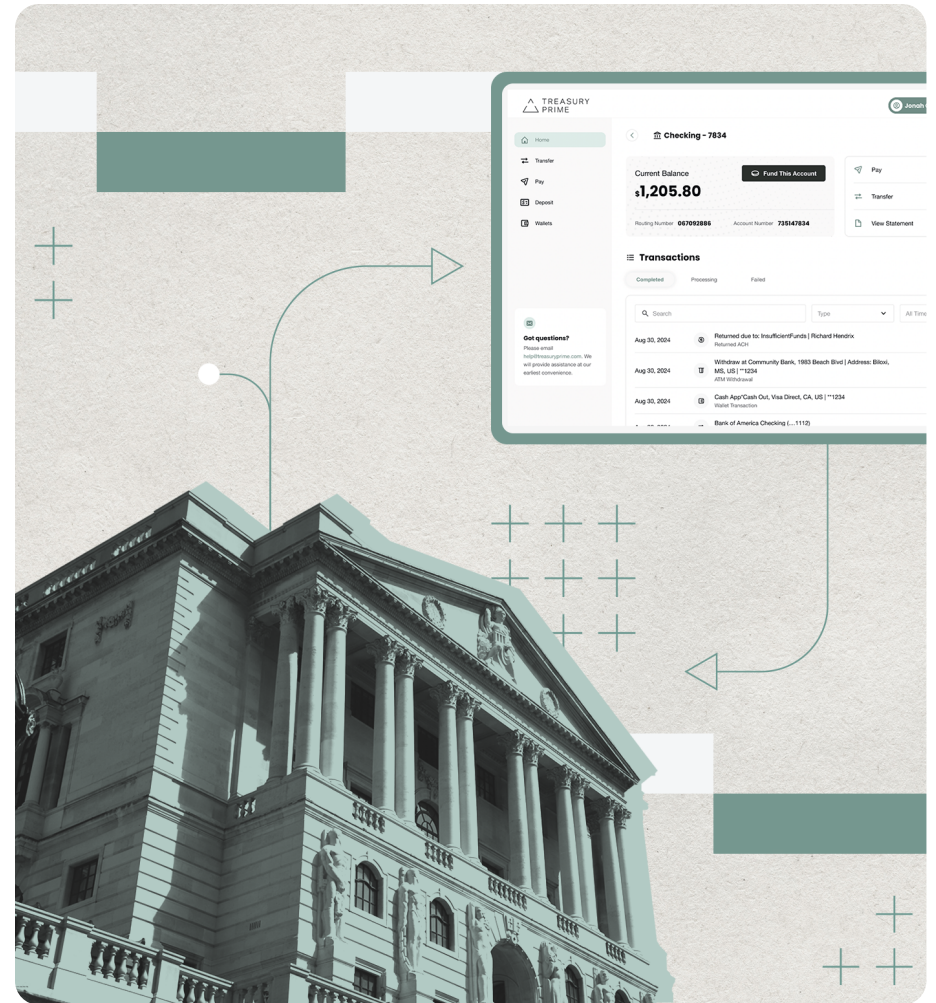
Embedded finance success starts with a Bank OS

As embedded finance races toward a **\$320 billion market by 2030**, bank leaders are aligning their strategy accordingly. In Treasury Prime's recent survey of decision-makers at U.S. community financial institutions, 99% of respondents agreed embedded finance is important to their institution's long-term survival.

However, without a modern operating system, managing multiple embedded finance initiatives is complex. For example, a mid-sized community bank launching three separate fintech partnerships would need to coordinate across multiple vendors, each with separate integration processes.

Vendor sprawl quickly drives up costs and slows time to market. And considering that **93%** of fintechs say it is challenging to meet compliance expectations, any breakdown in program oversight can introduce downstream risk.

A Bank OS enables that same mid-sized bank to launch with multiple fintechs in a fraction of the time, with fewer integration points and real-time visibility across every program and transaction.



Grasshopper Bank

Digital-first institution **Grasshopper Bank** exemplifies how modern infrastructure can turn embedded finance into a growth engine.

As the first bank to integrate Treasury Prime through core provider FIS, Grasshopper used the Bank OS to build out an embedded banking offering that now supports a growing portfolio of fintech partners.

One year after integrating with Treasury Prime, Grasshopper Bank:

REPORTED A **239% INCREASE**
IN TOTAL REVENUE

SAW A **262% UPTICK** IN LOANS AND
A **124% INCREASE** IN DEPOSITS

GENERATED OVER **\$7 BILLION** IN
TRANSACTION VOLUME THROUGH ITS
BAAS AND API BANKING PROGRAMS

After several years of collaboration, the bank has seen continued momentum and maturity in its embedded finance programs. In 2024, Grasshopper Bank:


REPORTED **24% GROWTH** IN TOTAL LOANS
AND **13% GROWTH** IN TOTAL DEPOSITS
YEAR OVER YEAR

SAW BAAS PROGRAM DEPOSITS GROW BY
\$133 MILLION AND PROCESSED OVER
\$18.76 BILLION IN TRANSACTION VOLUME

RECORDED A **\$119.5 MILLION TOTAL**
BALANCE ACROSS ALL CLIENTS' ACCOUNTS
USING THEIR ENHANCED FDIC INSURANCE
PRODUCT, SUPPORTED BY TREASURY PRIME

By partnering with Treasury Prime, Grasshopper Bank developed an embedded finance strategy that balances infrastructure flexibility with full control over compliance and client relationships.

The bank credits Treasury Prime's existing connection to its core, which enables support for FBO accounts, along with programs on the sub-ledger or directly on core, as a key enabler in scaling embedded finance offerings that meet diverse customer needs.



3 strategic advantages of a unified operating system

A modern banking strategy is only as strong as the infrastructure behind it. When setting out to launch embedded finance programs or expand your digital offerings, you need a platform that reduces complexity while maximizing control.

Banks may differ in their objectives, but the following three advantages underscore how a Bank OS is key to unlocking growth:

FASTER TIME TO MARKET

COST EFFICIENCY AND FLEXIBILITY

STRONG RISK AND COMPLIANCE MANAGEMENT

01

FASTER TIME TO MARKET

Speed is a key differentiator for banks entering the embedded finance space. Many fintechs operate on compressed timelines and want bank partners who can move quickly without compromising on compliance.

Since the Bank OS integrates directly with your bank's core systems, it enables seamless connectivity with fintech partners via APIs. With this architecture, your bank could decide to partner with a personal finance startup and move from initial integration to live debit card offerings in as little as 10 weeks.

Shorter launch timelines allow you to start capturing deposits and generating fee revenue sooner, all while planning your next digital banking initiative.



02

COST EFFICIENCY AND FLEXIBILITY

Banks often rely on separate point solutions to support key functions like account onboarding, compliance and payments. In this model, you either build each function in-house or build the infrastructure to connect with an external provider, resulting in higher vendor costs and tech sprawl.

Comparatively, a Bank OS centralizes essential modern banking functions into a single platform. Rather than stitch together disparate tools, you can access a suite of digital capabilities through one point of integration.

Unified technology gives you the freedom to flexibly support external programs and your own digital banking initiatives without rebuilding infrastructure for each use case.

PARTNER TO POWER GROWTH

Treasury Prime's Partner Marketplace expands the power of our Bank OS by offering access to best-in-class product partners.

Banks and enterprises can plug-and-play capabilities across essential categories, including:



Compliance: KYC/KYB, AML monitoring, fraud prevention, regulatory testing



Payments & accounts: Instant transfers, embedded investment products



Cards: On-demand card issuing, card manufacturing, push-to-card disbursements



Utilities: FDIC insurance access, data syncing, paper check processing

03

STRONG RISK AND COMPLIANCE MANAGEMENT

As chartered institutions, banks are accountable for the safety and security of customer funds. This means the bank must ensure compliance across all fintech relationships.

Today's regulatory environment makes this responsibility even more urgent, with scrutiny around BSA/AML requirements, customer due diligence, and third-party risk demanding strong operational control.

A Bank OS provides the enterprise-grade security and program-level oversight to monitor activity and risk indicators in real time, so you can scale confidently while meeting compliance expectations.

FROM KICKOFF TO GO-LIVE IN JUST 10 WEEKS

In only 10 weeks, Treasury Prime guides your bank from project kickoff to a fully launched embedded finance program — no infrastructure overhaul required.

Here's how we partner with your team every step of the implementation journey:

Onboarding & core integration: After aligning on responsibilities, we stand up core access and test the core connection to ensure systems are communicating properly.

Payment rails configuration: Our team works with you to set up payment gateways and enable secure, real-time money movement across your accounts.

Payment testing & validation: Together, we run test payments in and out of sub-accounts to validate funds flow and confirm compatibility with your third-party compliance tools.

Launch preparation: You'll gain hands-on experience in the Treasury Prime Console while we finalize workflows and identify the first programs ready for activation.

What makes the Bank OS unique? Key features and distinctions

Traditional embedded finance platforms often act as intermediaries between banks and their fintech partners. In this structure, third-party providers sit between the bank and the end-user, which can limit oversight and visibility into program activity.

Comparatively, the Bank OS establishes direct, real-time connections with a bank's core systems for full transparency and operational control.

This design allows banks to take ownership of program execution, compliance and growth through foundational features such as:

Real-time data access: Since the Bank OS connects directly to your core systems, every transaction is automatically recorded and reconciled in near-real time. Banks maintain visibility into balances, user activity and transaction-level data across all embedded finance programs.

Segregation of funds: Each embedded finance program receives a distinct, segregated setup on the bank's traditional core to prevent commingling of funds between programs.

Ledger control: When a user initiates a transaction, it's recorded one-to-one on both the ledger and the bank's core, eliminating the data lag and reconciliation gaps common with third-party platforms.

Modular design: Banks can selectively enable services based on their strategic priorities, allowing for faster launches and seamless scaling without full system overhauls.



Play to your strengths with a multi-bank model

Treasury Prime's Bank OS is purpose-built to enable seamless collaboration across our growing embedded finance bank network.

By joining our network of over 15 financial institutions, your bank can:

SELECTIVELY PARTICIPATE IN FINTECH PROGRAMS THAT **ALIGN WITH YOUR BUSINESS GOALS**, PRIMARY EXPERTISE AND RISK APPETITE

SHARE EMBEDDED FINANCE DEALS WITH PARTNER BANKS TO **GROW DEPOSITS** WITHOUT TAKING ON UNNECESSARY CONCENTRATION RISK

HELP FINTECH PARTNERS **SCALE EFFICIENTLY** BY ELIMINATING TECHNICAL BLOAT AND ENABLING CROSS-BANK TRANSFERS WHEN ADDING YOUR FINANCIAL INSTITUTION TO THEIR NETWORK



Your bank's technology is your bank's strategy

The race to reach customers through digital banking channels is underway. Banks that modernize strategically can position themselves to compete in this dynamic market — but only with the right technology in place.

Treasury Prime pioneered the Bank OS to help traditional financial institutions adapt confidently. Purpose-built for banks, our modern, modular solution helps you extend access to products and services while upholding the oversight you expect in any other business line.

Whether you decide to partner with fintechs, build in-house digital products or both, our Bank OS provides the flexibility and control you need to evolve and extend your bank's offerings.

DON'T LET LEGACY SYSTEMS HOLD YOU BACK.
REACH OUT TO LEARN MORE ABOUT HOW
TREASURY PRIME'S TECHNOLOGY CAN SUPPORT
YOUR BANK'S LONG-TERM GROWTH STRATEGY.

