

# 10 NON-NEGOTIABLES WHEN CHOOSING A MODERN IT PARTNER FOR BANKING

An Evaluation Checklist for Banks

## 1. Proven Experience in Regulated Financial Environments

Does this prospective partner demonstrate successful engagements with banks or credit unions — not just in tech, but within the regulatory frameworks that govern financial services?

## 2. Bank-Grade Security Standards and Certifications

Are they able to meet or exceed your internal security policies and compliance mandates (e.g., FFIEC, GLBA, NIST)? Can they demonstrate secure-by-design practices?

## 3. Continuity Planning Built into Deployment Strategy

Do they have proven methodologies to modernize infrastructure or platforms without disrupting core operations or client-facing systems?

## 4. Expertise in Core Banking Integration

Are they equipped to integrate with or support legacy core systems, digital banking platforms, and emerging fintech APIs?

## 5. Clarity Around Shared Risk and Compliance Responsibility

Do they clearly define boundaries and obligations around data privacy, vendor management, and cybersecurity liability?

## 6. Real-Time Monitoring and Resilience Solutions

Do they offer or integrate continuous monitoring, automated failover, and disaster recovery solutions built for financial uptime expectations?

## 7. Transparent Vendor Partnerships

Can they name their OEM and SaaS partners — and explain how those partnerships reduce cost, complexity, and risk for your institution?

## 8. Data-Readiness and Analytics Roadmap

Do they provide a path for unifying siloed data, enabling compliance reporting, and advancing analytics and AI securely?

## 9. Audit-Ready Documentation and Reporting

Will you receive documentation and reports aligned with what internal auditors, regulators, or board members expect?

## 10. Post-Deployment Support with Sector Expertise

Is support staffed by professionals who understand your industry's language, escalation priorities, and timelines — not just general IT?