

Comprehensive Compliance Report

AI-Suggested Executive Summary

"Meridian Trust Bank (MTB) requires a risk-averse yet technologically advanced transition from their legacy mainframe Core Banking System to a cloud-native platform. Their objectives include supporting real-time payments, open banking integrations, and achieving a unified 360-degree customer view, all while adhering to strict federal regulations and ensuring zero data loss.

FinCore Technologies' FinCore Infinity platform offers a microservices-based, cloud-agnostic solution that has been proven with Tier-1 and Tier-2 banks. With its compliance to the Month 18 decommissioning deadline and "Zero RPO" data integrity requirement, FinCore ensures a seamless and secure migration, making them a strong candidate for this critical infrastructure project."

Compliance Score

87.5%

View detailed score breakdown by requirement below.

Persuasion Score

85/100

tone: CONFIDENT

Based on confidence, active voice, and clarity.

Weak words detected: *pleased, understand, allows*

Proposal Winning Proposition

- Strong alignment with MTB's technology vision (cloud-native, API-first).
- Proven experience with Tier-1 and Tier-2 banks.
- Detailed migration strategy addressing key risks.

Proposal Potential Flaws

- Pricing may be higher than competitors.
- Reliance on AWS-specific services might limit flexibility.
- Limited detail on post-migration support and training.

Legal Risk Detected

- Review data residency clauses to ensure compliance with banking regulations.
- Verify that the Escrow agreement with Iron Mountain covers all necessary scenarios.
- Confirm that Cyber Liability and E&O Insurance coverage meets MTB's requirements.

Detailed Findings

#1

COMPLIANT (1)

RFQ Requirement Extracted:

Microservices: The solution must be containerized (Kubernetes compatible) and deployable on AWS (MTB's strategic cloud partner).

Bidder's Response Summary:

FinCore proposes a deployment on AWS EKS (Elastic Kubernetes Service). The system is composed of 40+ independent microservices (Deposits, Lending, CIF, etc.), allowing for independent scaling and patching without system-wide downtime.

#2

COMPLIANT (1)

RFQ Requirement Extracted:

RPO (Recovery Point Objective): Zero (0) data loss. Synchronous replication is required.

Bidder’s Response Summary:

We utilize Amazon Aurora PostgreSQL (Global Database) to achieve active-active replication across regions, ensuring the Zero RPO requirement is met via synchronous write commits.

#3

COMPLIANT (1)

RFQ Requirement Extracted:

Availability: The system must run in an Active-Active configuration across two Availability Zones, guaranteeing 99.999% uptime.

Bidder’s Response Summary:

We commit to a 99.999% Availability SLA.

#4

PARTIAL (0.5)

RFQ Requirement Extracted:

Pricing Model: We request a Subscription-based pricing model (SaaS) based on the number of active accounts, not per-user licensing.





Bidder’s Response Summary:

Total Contract Value (5-Year Term): \$18,500,000 USD

Recommended Negotiation Stance:

While the total contract value is not explicitly requested in the RFQ, consider highlighting the value derived from the long-term partnership and the comprehensive services included. Pivot Strategy: Emphasize Long-Term Value. Justification: "Our proposed solution delivers exceptional long-term value through reduced operational costs, increased agility, and enhanced customer experiences. While the initial investment may seem significant, the ROI over the 5-year term will be substantial, driven by efficiency gains and innovation."

🔗 Identified Required Attachment/Appendices From RFQ

-  SOC 2 Type II Report
-  Detailed Architecture Diagram (Cloud Topology)
-  Data Migration Strategy Document
-  Gap Analysis against the Functional Requirements Matrix (Excel attached)