

CHANGE IS HERE

Adapt | Survive | Thrive



CRYPTOCURRENCY & BLOCKCHAIN FOR FINANCIAL SERVICES

SRM EXECUTIVE SUMMARY

DECRYPTING NEW REVENUE

Research shows more than 20% of people with investable assets are already investing in cryptocurrencies (usually through a cryptocurrency exchange), and this number is expected to grow. Additionally, more than 60% of these people would prefer to trade with their trusted financial institution. This growing interest in cryptocurrencies and the adoption of blockchain technology will profoundly impact the financial services industry. However, with the proper approach and right partner, significant revenue opportunities can be achieved.

ABOUT SRM'S CRYPTOCURRENCY SERVICES

SRM (Strategic Resource Management) provides consulting services on payments, operational efficiency, vendor contract negotiations, and data analytics for financial institutions. The company has delivered over \$5 Billion in revenues and cost savings for over 1,000 clients worldwide.

In early 2021, as our industry experts gathered data on crypto and blockchain solutions, SRM launched an advisory service to assist our clients by providing education and strategic guidance on blockchain, cryptocurrencies, and decentralized finance.

USES OF CRYPTO IN FINANCIAL SERVICES

1. EFFICIENCY

Cryptocurrencies can remove intermediaries, fees, and other roadblocks to large transactions for a faster and less expensive global payment network. Cryptocurrency markets are open 24x7x365.

2. TRANSPARENCY

Cryptocurrencies provide increased financial transparency. Public blockchain ledgers independently audit accounts and transactions, allowing real-time custody and settlements.

3. ACCESSIBILITY

Cryptocurrencies create a more open financial system by providing an alternative to traditional finance. By democratizing financial access, the underbanked are gaining new options.

ABOUT CRYPTOCURRENCIES (CRYPTO)



Digital assets designed to work as a medium of exchange or store value



On a "decentralized" digital ledger (blockchain)



Not issued or controlled by a central authority (community developed and governed)



Protected with cryptography and leveraging public and private keys for change of ownership

SRM'S CRYPTO SERVICE OFFERINGS



EDUCATION

Timely cryptocurrency updates & expert summaries of current events including new technologies, changes in protocols, decentralized finance, and regulatory updates.



VOICE

An invitation to SRM's bi-monthly crypto education forum offers clients participation in the ongoing, broader conversation about crypto adoption in the marketplace. In an emerging market, even small groups can have a sizable voice and impact on the community.



COMPLIANCE

Crypto compliance guidance through complex discussions with regulators. Several regulatory and standards participants, including the OCC, NCUA, SEC, FinCEN, CFTC, and FASB, should be considered and/or be consulted when developing crypto solutions.



STRATEGY

Crypto and digital strategies customized to the client with expert findings and recommendations around:

- The growing market acceptance of crypto assets
- Combatting increasing participation from rival financial institutions
- Customer and institutional investor interest
- Increasing regulatory guidance
- Easy-to-adopt technology solutions



PRODUCT DEVELOPMENT

Crypto product development services focus on product solutions that create a competitive advantage. New solutions and products coming to market have positives and negatives to consider.



VENDOR SELECTION

Vendor selection provides expert management over evaluating and negotiating agreements with potential vendors offering crypto services. There are many partners to consider, including Anchorage, Bakkt, BitGo, Chainalytics, Coinbase, Cyperttrace, Fireblocks, Gemini, NYDIG, Paxos, Mastercard, and Visa.

CONTACT



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