



**“We wanted to limit our number of IT providers. SAB’s solution in SaaS mode was a perfect fit with AFL’s development model.”**

General Secretary at Agence France Locale

## Supplier steering in SaaS mode

Founded in 2013 as a startup, Agence France Locale (AFL) is France’s sole bank fully owned, steered and dedicated to French local authorities. Its role is to finance local public investment by pooling local authority requirements and raising funds from French and international investors.

Soon after its inception, AFL decided it needed to build a core banking IT system to manage its digital offerings and maximize its role as an online bank. Such a system could not be a limiting factor or an obstacle to business development; rather, it needed to be something that provided AFL’s relatively small IT team with the wide range of tools and services it required.

AFL chose to work with SAB, a Sopra Banking Software company, to provide a fast solution with à la carte service and the perfect level of functional security for the banking domain. The solution was SAB AT – an integrated banking solution that covers the full spectrum of AFL’s requirements, designed to be scalable and comply with regulations.

SAB AT was delivered in SaaS mode, within the framework of a comprehensive, consistent and integrated offering, which addressed all requirements for essential outsourced services and AFL’s time goals.

The proposed schedule was tight, but SAB was able to go above and beyond the call of duty, by delivering the core banking solution on time, and continuing to add enhancements as and when required.

### PROJECT IN A NUTSHELL

#### PROBLEM

AFL needed to implement a core banking IT system in an SaaS model, allowing the bank to provide financial solutions to local authorities

#### SOLUTION

SAB AT in SaaS mode

#### DURATION

12 months

### KEY FACTS

- Founded in 2013
- Headquarters in Lyon, France
- Over 3 billion euros of loans granted to local authorities since its creation
- 352 stakeholder authorities, as of 30 December 2019

## All-in-one service

It would have been possible for AFL to go to multiple providers to achieve its required core banking system. However, with the model they chose, they didn't need to, with SAB providing all the services under one contract.

This single contract establishes AFL's and SAB's commitments to each other – especially with regard to outcomes, control, audit, exit provisions and performance conditions. Which is exactly why the project was such a resounding success for both parties.

### TIMELINE

#### February 2014

SAB AT Core Banking IT project launch

#### January 2015

Agence France Locale obtains its ACPR accreditation

#### February 2015

SAB AT Core Banking IT goes live

#### March 2015

Inaugural issue (€750 million raised)

#### April 2015

Initial loans granted

#### December 2015

Having been up and running for nine months, AFL delivered 508 million euros in loans, bringing its market share to 3%



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