

# PFM APP Matchmaking Challenge

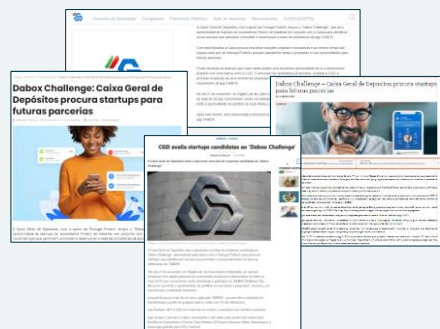


## DABOX Challenge on the news

DABOX is an open banking and PFM app by **Caixa Geral de Depósitos** (CGD).

Fintech Solutions was challenged to identify new fintech partners that would answer specific objectives and use cases of the APP.

Fintech Solutions managed an **open scouting** and delivered a final set of 6 startups (and corresponding PoC proposals) that were presented to the executive committee.



## Goals



**I.** Assess potential areas of interest and define goals



**II.** Identify innovative opportunities of growth



**III.** Support decision making of selected applicants



**IV.** Facilitate interaction and resolve bottlenecks

## Methodology



### Stage 1

#### Identify the Challenges

Close interaction with the DABOX team to assess pain points and define goals



### Stage 2

#### Scout and Matchmaking

Reach out to the international community and Portugal Fintech's close circle to communicate the challenge



### Stage 3

#### Select Finalists

Analysis of the startups that best fit DABOX's goals and technical requirements, followed by meetings with CGD for suitability validation

## Results

**01**

### Quick Market Overview

The project took 8 weeks in which CGD was able to get to know more than 40 startups with applicable use cases as well as best practices in PFM APPs.

**02**

### Innovation with Business Drive

The 6 finalists defined tailored proposals including initial **proofs of concept**. The proposals included a business model which would align both sides' objectives.

**03**

### Internationalization

In less than 2 weeks, there were **applications from 10 countries**: Italy, Germany, Sweden, Luxembourg, France, Spain, Belgium, UK, Switzerland and US

**04**

### Brand Awareness

Both nationally and worldwide, there was an increased brand awareness about **DABOX's ambition to revolutionize** by integrating innovative solutions to its products