Banking Power for Business Systems

Why Banking Belongs Inside the ERP

Open Payments

The Financial Shift
Reshaping Business Systems

For decades, banks and business systems have operated in separate worlds. Enterprise Resource Planning systems (ERPs) have handled invoices, ledgers, and reporting – banks have managed transactions and balances. But that boundary is disappearing fast.
The combination of global regulations, open-banking technology, and rising user expectations is rewriting how financial systems connect and operate. PSD2 has already transformed the landscape by requiring banks to open secure access to accounts and support API- driven data access and payment initiation.

That shift is now maturing: banks are improving their APIs, and businesses increasingly rely on PSD2-enabled flows as part of their daily operations.

New rules – such as the Instant Payments Regulation and the forthcoming PSD3 – build on this foundation, raising expectations for availability, speed, and reliability. Finance teams now expect the same instant visibility and automation they experience in consumer banking.

What used to be a technical ambition is now a commercial necessity:

Banking is moving into business software.

And that’s where Banking Power comes in.

Introducing
Banking Power

Banking Power is Open Payments' concept for what modern ERPs need in a real-time, API-driven financial landscape. It describes how an ERP or business system can operate with the speed, depth and reliability of a bank – directly inside the platform.

Banking Power is not just a payment button or basic API access. It's full financial capability: secure payments, real-time balances, status updates, compliance checks, FX and cross-border flows
– all embedded in the workflow where finance teams already work.

With Banking Power, the ERPs end-user can:

- See live balances across all company accounts
- Send and approve payments directly in the erp interface
- Receive instant confirmations and automatic bookkeeping
- Manage fx and cross-border payments transparently
- Keep payments in control with built-in verification and secure access

How Open Payments enables Banking Power

Open Payments provides the infrastructure that makes Banking Power possible. Our platform gives ERPs one secure integration to connect to banks across Europe, with real-time data, payments and compliance built in from the start.

Instead of maintaining dozens of bank connections, formats and regulatory requirements, ERP teams integrate once and rely on a financial backbone that stays updated as banking, regulation and user expectations evolve.

Open Banking and ISO in Perfect Harmony

Many finance teams use a mix of API-based Open Banking flows and established ISO 20022 file processes. Open Payments supports both – together or separately – through one unified API.

Real-time API connections remove manual uploads and delays, while ISO ensures full coverage for banks, markets and currency accounts that still rely on file-based standards. By combining the two, ERPs can offer consistent payment flows, real-time data and broad bank compatibility without added complexity.

> The question isn't if banking will move inside business systems. It's who will make it work best.

Open Payments enables ERPs to:

- Replace manual file flows with modern, api-based payments
- Offer consistent real-time balances and payment status across banks
- Activate fx and cross-border payments through their own interface
- Reduce technical debt and operational risk
- Launch new financial features faster, with higher reliability

In short

Open Payments gives ERPs the banking capability they need – deeply integrated, compliant, and ready to scale – without the cost or complexity of building it themselves.

Embedded Finance
Solving Everyday Problems

Finance teams lose roughly 20 hours each month managing fragmented financial data – one of the clearest signals that embedded finance is a necessity.

Without Banking Power	With Banking Power
Manual file uploads and logins	One-click payments directly inside the ERP
Delayed or incomplete bank data	Real-time account balances and status
Complex cross-border workflows	Transparent FX and same-day settlement
Separate systems for finance and accounting	One unified financial flow
Risk of errors and compliance gaps	Automated checks and secure audit trails

These shifts redefine what business systems are expected to deliver. Just as HR and payroll became natural parts of ERP systems, financial connectivity is the next frontier.

What's Driving the Shift

1. **Digitisation is reshaping financial work**

   Finance teams are moving away from manual steps and batch-based workflows. They expect systems that update instantly, surface insights automatically and remove adminis- trative friction. As processes digitise, disconnected bank links feel increa- singly out of place in a modern ERP.

2. **User expectations are shaped by consumer tools**

   People now manage money in apps that give real-time balances, instant confirmations and seamless authen- tication. Those expectations don't disappear when they open their ERP – they carry over. Corporate services are being consumerised, and systems that can't match that ease of use fall behind fast.

3. **Embedded experiences win adoption**

   Users want to approve payments, see statuses and handle FX without jum- ping between portals. When financial tasks happen inside the workflow, trust increases and adoption rises. When they don't, users revert to their bank – taking both value and usage with them.

4. **Regulation is accelerating the transition**

   Rules like PSD2 – and the ongoing push toward instant, API-driven banking – strengthen the shift already underway. As banks modernise their infrastructure, ERPs have a clearer path to deliver real-time financial capability inside the system.

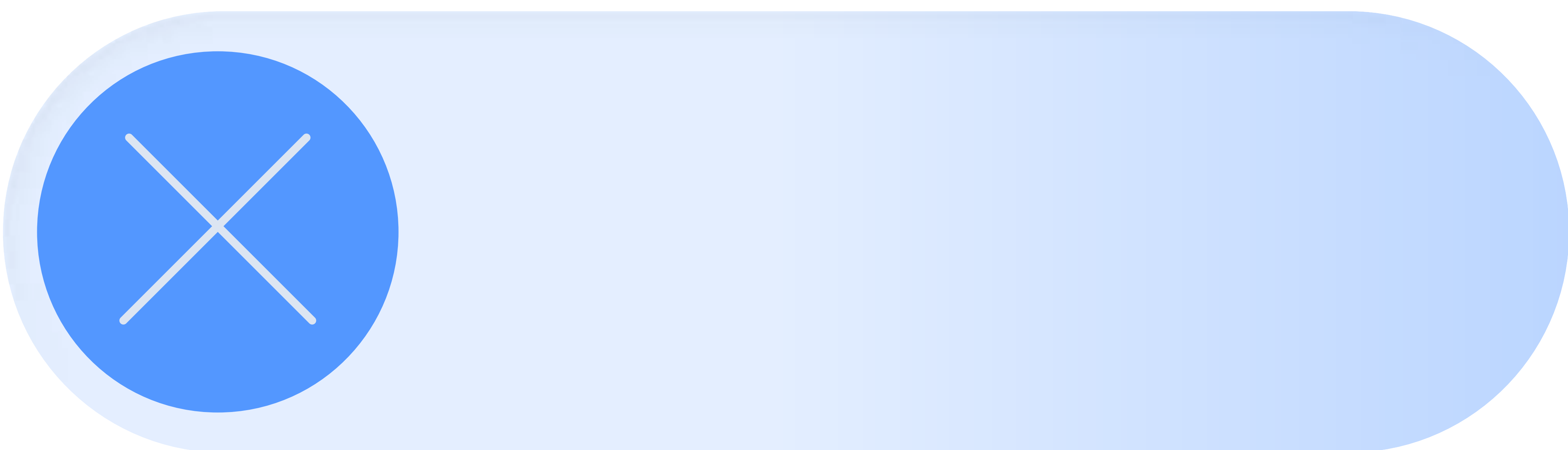
Why Most ERPs Can’t Do This Alone

Connecting to banks may sound simple, but every institution uses its own standards, file types, and security frameworks. Maintaining even a handful of connections means endless updates, testing, and compliance work.

ERP providers that build and manage integrations themselves quickly discover the true cost:

- Each new bank or market adds unique requirements
- APIs change frequently – one missed update can break payment flows
- Regulatory complexity (PSD2/3, AML, GDPR) increases every year

Even the biggest systems rely on dedicated partners to maintain multi-bank connectivity at scale. The risk of doing it alone isn’t just technical, it’s commercial. Outages, delays, or compliance issues erode user trust instantly.



The Business Case for ERPs

User value

Delivers a seamless, real-time financial experience with less administrative work, faster processes, and better decision-making.

Differentiation

A modern and future ready compliant ERP positioned as a financial operations hub.

Revenue

ERPs unlocks multiple new revenue streams, diversified and recurring revenue beyond traditional ERP license fees.

Retention

Deep payment integration increases customer stickiness with higher customer lifetime value, lower churn, and stronger long-term relationships.

The Cross-Organisational Benefits of Banking Power

For Product Managers

Build smarter, not slower.

ERP product teams want to deliver better experiences, but fragmented banking infrastructure slows them down. Banking Power changes this by providing one stable, real-time financial foundation to build on.

With Banking Power, product teams get:

Real-time insights instead of delayed bank data	One api for all banks (instead of fragmented solutions per market)
Automated bookkeeping and consistent flows for SE + international	The ability to design smarter, more intuitive user journeys

Business impact:

- ✓ Faster feature development
- ✓ Fewer support cases
- ✓ Cleaner architecture
- ✓ A product that feels modern and competitive

Banking Power creates measurable value across the entire ERP ecosystem, from product teams and CTOs to commercial leaders and end users. Below is what it enables for each role.

For CTOs / Head of IT

Connect, don't tangle.

Technical teams spend too much time maintaining bank integrations, handling incidents and working around differences in formats, authentication and behaviour.

Banking Power gives IT teams:

- One consolidated connection instead of multiple separate bank integrations
- Built-in strong customer authentication (SCA) management and fraud checks
- Consistent, well-documented API standards
- Minimal drift and faster onboarding for new users and banks

Business impact:

- ✓ Lower maintenance and operational cost
- ✓ Reduced technical debt
- ✓ Better uptime
- ✓ Fewer user-facing problems landing in support

For Business Developers / Commercial leaders

Make your product more sellable

In today's market, ERPs without embedded payments feel incomplete. Customers want real-time flows, embedded approvals and FX, and they're willing to pay more for it.

Banking Power enables ERPs to:

- Introduce new revenue streams from transactions, FX and premium features
- Strengthen their value proposition in competitive deals
- Expand geographically without adding new banking contracts
- Offer a product that feels more modern and high value

Business impact:

- ✓ Increased ARPU
- ✓ Stronger win rate
- ✓ Improved retention and stickiness

For Finance Teams

Get the job done where work actually happens

End users struggle with manual exports, missing status updates and unclear permissions. Banking Power turns the ERP into a single, reliable place to manage payments and cash flow.

Finance teams benefit from:

Real-time reporting and reconciliation	Embedded approval flows and clear permission levels
Transparent FX and payment status	Transparent FX and payment status

Business impact:

- Faster close cycles
- Fewer mistakes and lower risk
- Better visibility and control
- More time for analysis instead of admin

Getting Started With Banking Power: A Step-by-Step Guide

Embedding real banking into your ERP doesn't have to be complex. Most providers follow a clear path:

1. **Recognise the value**

   Start by understanding and mapping out what embedded banking means for your users. Less admin, fewer manual steps, and real- time control over payments and balances are not just process improvements – they transform how finance teams work day to day.

2. **Choose the right partner**

   Bank connectivity is complex, and every bank has its own standards. Look for a partner that already handles compliance, security, and updates across markets, so you don't have to. One secure, scalable API is better than maintaining dozens of fragile links.

3. **Start small, then scale**

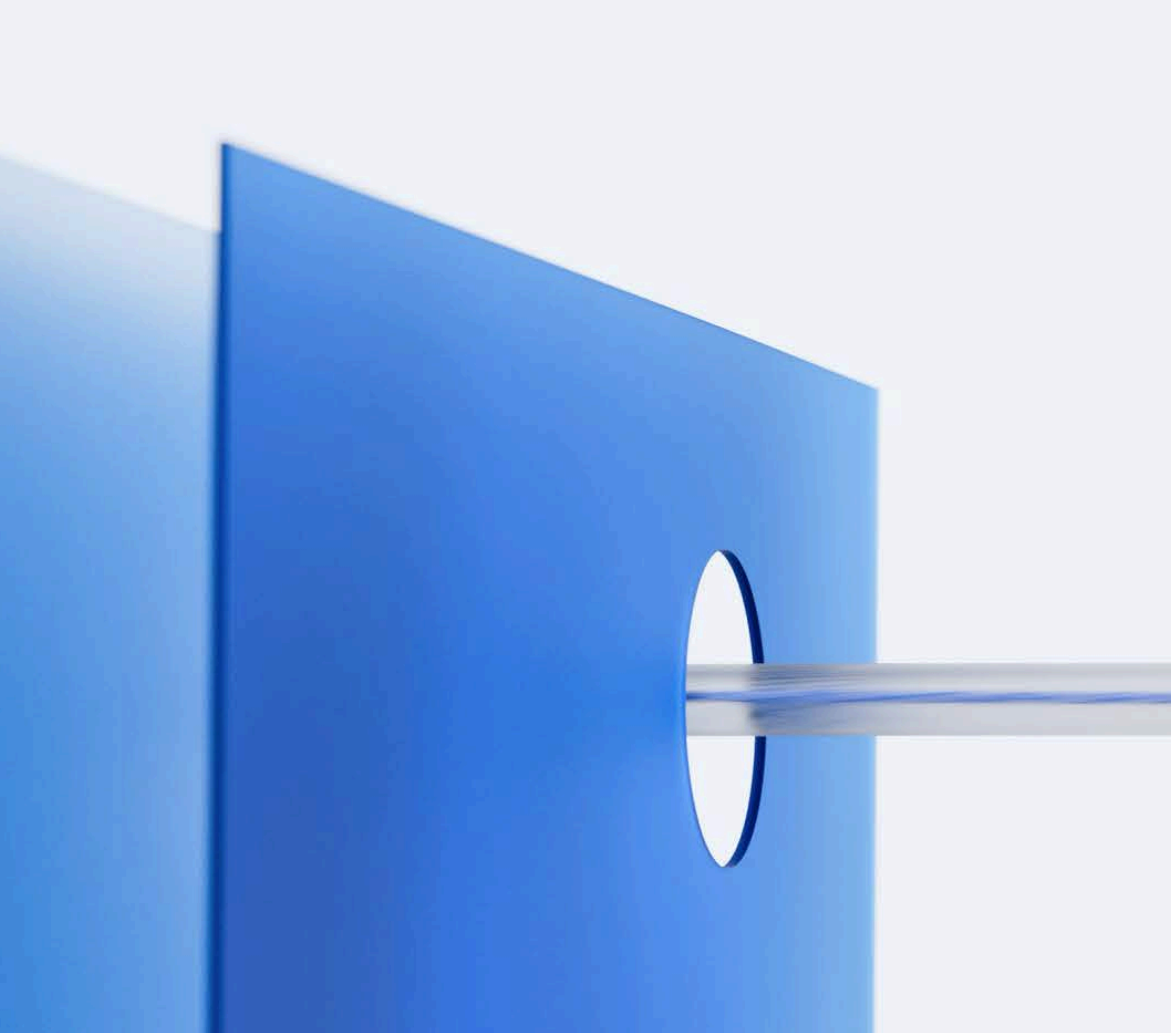
   Many ERP providers begin with real-time account data or domestic payments to build trust and proof of value. Once live, it's easy to expand to cross-border payments, FX, and automated compliance – all within the same framework.

4. **Communicate the benefits**

   Your customers don't need to understand APIs or PSD2 to see the difference. Frame it in their world: faster approvals, fewer steps, and better visibility. Clear messaging helps users adopt new features and builds momentum internally.

5. **Keep improving**

   Embedded banking isn't a one-off project, it's an evolution. Use customer feedback and data to refine the experience, add new financial services, and stay ahead of rising expectations.



Most ERP providers start small and build confidence step by step. Each layer, from real- time bank data to cross-border payments, strengthens the platform and the customer relationship.

The Open Payments Solution

Open Payments provides the infrastructure that turns Banking Power into a real, scalable and reliable capability for ERPs – across more than 180 countries and 135 currencies. This section outlines the core elements of our solution and how they fit together into a complete financial backbone for business systems.

A unified banking layer for ERPs

- One secure API connecting ERPs to banks across Europe
- Standardised access to payments, balances, FX, transaction data
- Deep, continuously maintained integrations across key markets

A consistent financial experience across banks

- Harmonised data models and payment flows
- Real-time balances, statuses and confirmations
- Automated reconciliation and enriched transaction data

Built-in compliance and security

- PSD2-ready authentication and SCA management
- BankID and other strong customer authentication flows
- Continuous monitoring, logging and audit trails

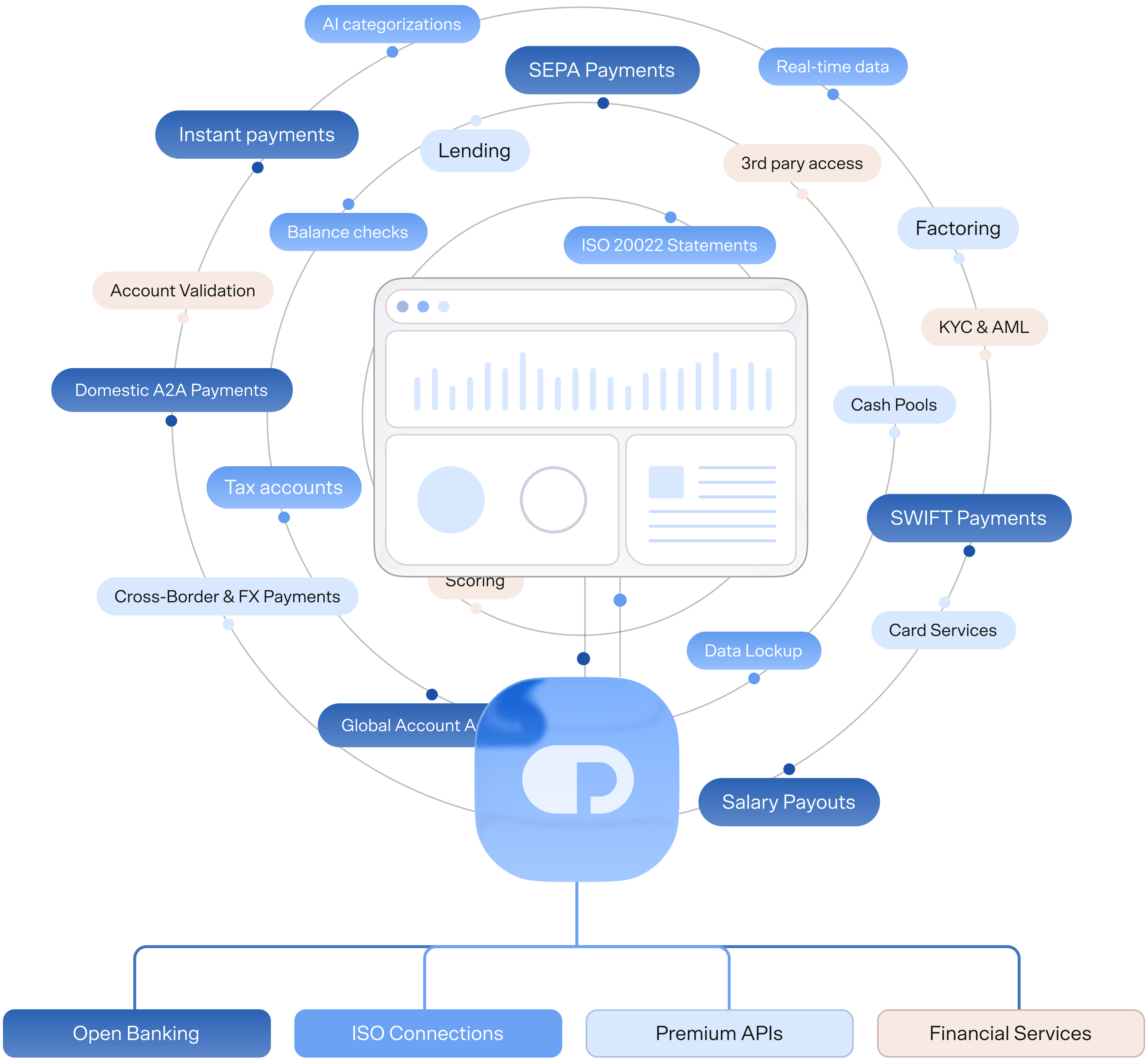
Modular capabilities that scale with your product

- Start with balances or domestic payments
- Add cross-border flows, FX, and automated compliance
- Expand to new markets without new bank contracts or integrations

Designed for ERPs – not generic use cases

- Infrastructure purpose-built for business systems
- Clean API standards and documentation for fast development
- Low operational overhead with minimal maintenance workload

We stay in the background. Your customers stay exactly where they should be: inside your system.



We give business systems the banking capability they need – deep, reliable, compliant – through one secure API.

References

- Access – The Missing Middle: Mid-Market Finance Report (2025)
- European Central Bank – Instant Payments Regulation (2024)
- J.P. Morgan – What PSD3 means for payments (2024

Get in touch

Tell us a bit more about yourself, your company and your use case so we can help you get moving: hello@openpayments.io

Read more about us on our website.