

Financial Services Cloud + DORA Compliance

Regulatory-Ready Salesforce Architecture for Financial Institutions

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The Perfect Storm: Why Act Now?

REGULATORY URGENCY	FSC TECHNOLOGY TRANSITION
<ul style="list-style-type: none">• DORA enforcement active (Jan 17, 2025)• Affects ALL EU financial institutions• BaFin/ECB intensifying oversight• GDPR, MiFID II, Solvency II compliance• Manual compliance = regulatory risk	<ul style="list-style-type: none">• Legacy FSC package sunset• Mandatory migration to Core + Industry• 2025-2026 migration window• Forced project = strategic opportunity• You must rebuild FSC anyway

THE OPPORTUNITY: Regulatory pressure + Technology mandate = Perfect timing
"Don't just migrate – embed compliance during rebuild"

Your Challenges

Compliance Fragmentation: Data scattered across Excel, SharePoint, email – scrambling for weeks when BaFin requests evidence

FSC Migration Uncertainty: Need to migrate but consultants don't understand financial regulations

DORA Gap Anxiety: Need systematic ICT risk management, third-party oversight, incident reporting

Expertise Gap: Need someone who understands BOTH Salesforce AND German regulations

The Solution: Tri-Layer Resilience Architecture

Regulatory-compliant separation: Business operations vs. Compliance evidence

LAYER 3: REGULATORS BaFin/ECB access ONLY GRC layer Single source of truth
LAYER 2: GRC PLATFORM (Compliance System of Record) Independent from operations • Policy library (MaRisk, BAIT, GDPR, DORA, MiFID II) Risk register • GDPR artifacts • Audit evidence store • Immutable archives
INTEGRATION LAYER (Custom Development) APIs extract evidence from Salesforce • Compliance metadata tagging Data transformation • Real-time/batch sync
LAYER 1: OPERATIONAL SYSTEMS (Business) Salesforce FSC (Customer 360, KYC) • Shield (Audit Trail, Event Monitoring) Core Banking/Insurance • Archive systems • SIEM

"Salesforce FSC runs the business. GRC platform proves compliance. We build the bridge."

Implementation Tiers & Approach

TIER 1: DORA ESSENTIALS	TIER 2: COMPLIANCE+ ■	TIER 3: ENTERPRISE
8-10 weeks <ul style="list-style-type: none"> • Core DORA requirements • Basic FSC migration • Essential workflows • Audit trail foundation Best for: Smaller institutions	12-16 weeks <ul style="list-style-type: none"> • Full DORA (all 5 pillars) • Complete FSC Core + Industry • Integration layer (custom APIs) • All regulatory controls • GRC + Archive integration • Shield configuration • Complete documentation Best for: Mid-market banks, insurers, wealth managers	20+ weeks <ul style="list-style-type: none"> • Multi-entity/cross-border • Full GRC integration • Advanced automation & AI • Ongoing compliance Best for: Large/complex institutions

Business Case: 5-Year ROI

Current State (Manual)	Future State (Integrated)	Your Savings
€500K/year x 5 years = €2.5M Plus regulatory finding risk Plus audit failure exposure	Year 1: €160-300K Years 2-5: €60-135K/year = €660K-840K Includes all implementation & licenses	€1.7-1.8M over 5 years Payback: Year 3 Risk reduction: Significant

Why IS-Consulting?

Specialist Expertise	Technical Capabilities	DACH Market Fit
<ul style="list-style-type: none"> • FSC Implementation Expert • 15+ years banking & wealth mgmt • Deep EMEA regulatory knowledge • DORA, BaFin, MiFID II, GDPR • Compliance-first methodology 	<ul style="list-style-type: none"> • Custom Apex development • Agentforce, Data Cloud, Einstein • GRC platform integration • MuleSoft/integration expertise • Shield & audit trail implementation 	<ul style="list-style-type: none"> • German regulatory culture • BaFin/ECB requirements • Documentation standards • English delivery • German market sensitivity

Credentials & Certifications

Salesforce Certifications: Data Cloud Consultant, AI Associate

Implementation Expert: FSC, Data Cloud, Agentforce, Health Cloud, Einstein for Services, Sales Cloud, Tableau Next, Platform

Partner Status: Salesforce Consulting Partner (Base Tier) | Agentforce GMT Professional

Target Market

Geography: Germany, Austria, Switzerland, Central/Eastern Europe | **Segments:** Banks, insurers, wealth managers, payment institutions | **Ideal Client:** €1-10B AUM, 200-1K employees, facing DORA compliance pressure

Ready to Turn DORA Compliance into Competitive Advantage?

Book a discovery call to discuss your FSC migration + DORA compliance strategy

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Q4 2025-Q1 2026: Critical implementation window | Response time: 24 hours