

## What are we doing?

At TSB, we know that fintechs are making a major contribution within today's banking industry, because they can evolve new propositions, helping customers make more of their money. It's why collaboration and innovation through partnerships are important to us ([See TSB's FinTech Pledge](#)).

TSB Labs is looking to develop more partnerships with fintechs and innovative companies in order to best serve the dynamic needs of TSB customers. These partnerships both help TSB achieve its innovation ambitions but also opens up access to the bank through collaboration and mentorship as part of the **TSB Innovation Labs** programme.

## Challenge definition

We've worked with our product teams and key business sponsors to identify three key challenge areas that TSB and our customers are facing into and believe there is a real need and opportunity to fix. The themes are:

Small  
Business

Sustainability

Cost of  
Living

## Key programme stage gates

Fintechs are invited to apply to work with us and will have the chance to find out more in the **exploration phase**.

A smaller number of fintechs will be invited through into the **collaboration phase**. We want to support the fintechs to build out a bespoke proposal together whilst also giving the opportunity for networking, learning, and helping the fintechs to make the most of support provided during the TSB Labs programme. We also have the option of providing working space in our Edinburgh Head office to support collaboration through this phase and the further phases for participants of TSB Labs.

The proposals that are shortlisted and best fit TSB business and customers' needs will then be invited to our panel event where they will be able to pitch their ideas to our TSB leaders and business sponsors.

TSB will pick a winning fintech from the TSB Labs programme and this will be followed by a decision on potential innovation and implementation of the partnership between TSB and the fintech.

## How to get involved

We're now sharing our challenges to find new and exciting ideas and people to help us solve them. If you think you have a proposition, prototype or idea that could help us, apply to join the programme to tell us more. The submission deadline is **8th July 2022**.

## What we'd like to see from applicants

Innovative solutions that can help support delivering **money confidence** to our customers.