

Bank Solutions Provider Certificate

The Bank Solutions Provider Certificate covers the banking fundamentals that everyone serving the industry needs to know.

These self-paced online courses are **included** at no extra cost in all ABA Partner Network memberships.



The Outcome

By completing the certificate, participants gain the knowledge and confidence to:

- Speak the language of banking
- Anticipate regulatory and operational considerations
- Position solutions in ways that resonate with bank leaders
- Build long-term, trust-based partnerships with financial institutions
- Signal credibility through alignment with ABA's trusted training programs – the same programs bankers rely on themselves

This program helps solutions providers move from vendor to strategic partner.

Who This Certificate Is For

Designed for companies that work with financial institutions, including:

- Fintech and technology providers
- Consultants and advisory professionals
- Banking service vendors
- Professional service firms
- Sales and client success teams serving banks
- Product leaders building solutions for financial institutions
- YOU!

What You'll Learn

The certificate includes six microlearning courses that provide a comprehensive foundation in banking.

Banking Fundamentals for Solutions Providers

Understand how U.S. banks operate, the products and services they offer, and the regulations that shape the industry.

Banking Mindset and Culture

Discover the cultural norms, ethical expectations and decision-making mindset that guide how banks operate, as well as how they evaluate and select partners.

Banking Regulations 101

Gain insight into the regulatory framework governing financial institutions, including major laws, supervisory agencies and compliance culture.

Banking Roles & Organizational Structure

Learn how different teams within a bank collaborate — from frontline staff and lenders to compliance leaders and the C-suite.

Banking Operations and Technology

Explore the operational systems, technologies and processes that support modern banking and digital transformation.

Lines of Business in Banking

Understand the structure and services of retail banking, commercial banking and investment banking.



All employees at ABA Partner Network companies are eligible to complete this certificate program.

Enroll now at aba.com/bankingIQ