

CASE STUDY: ASK AN ADVISOR

MENTORSHIP IN MOTION:

How FinTech Atlanta's Ask an Advisor Drives Startup Success

 ebankIT +  NXTMOVES



Startups are no strangers to challenges. But with the right guidance, a good idea can grow into a game-changer. That's where [FinTech Atlanta's Ask an Advisor \(A³\)](#) program comes in—connecting startups with industry leaders to fuel innovation and growth.

Fintech is fast-paced, demanding, and competitive. For early-stage companies, it takes more than a brilliant idea or a solid business plan to succeed. The A³ program matches these ambitious business leaders with fintech veterans to help navigate the complexity of our financial services landscape. Through the mentorship, startup leaders gain valuable insights, connections, and strategies tailored to their challenges.

Case in point: ebankIT and NXTMOVES

Take the partnership between Paul Provenzano, VP of Market Development at ebankIT, and Steven Nigri, co-founder of NXTMOVES. Over the past year, Steven has served as Paul's advisor, offering critical guidance through A³. Their collaboration demonstrates how the right pairing can deliver real results.

From working conference halls to navigating the boardroom, Steven has a track record of success when it comes to growing promising young fintech companies. His latest venture, NXTMOVES, specializes in secure and scalable payment solutions. Likewise, at ebankIT, Paul and his team enable banks and credit unions to future-proof their digital strategies and deliver seamless, consistent omnichannel experiences across banking channels.

The secret to success: compatibility and clarity

Both Provenzano and Nigri credit their partnership's success to two things: clear expectations and a strong advisor-advisee match. The program's flexibility allowed them to connect at least monthly—virtually and in person—over the past year, exceeding the program's six-month minimum commitment.

"What I love about Ask an Advisor is its flexibility," Nigri explained. "Unlike other mentorship programs, which can be rigid and burdensome, this one lets us focus on solving real business challenges when and how we choose."

One key A³ requirement is that advisees must clearly define their goals and challenges from the outset. For Nigri, this was a game-changer.

“Paul came to the table prepared,” Nigri said. “That focus made my job easy and our conversations productive. I’ve been in other advisory roles where the lack of clarity derailed progress. This was the opposite—Paul knew exactly where he needed support, and I was happy to help.”

Nigri’s fintech expertise and extensive network enabled him to provide ebankIT with valuable introductions and referrals, accelerating their market positioning.

“I couldn’t have asked for a better pairing,” Provenzano said. “Steve’s deep knowledge of financial services, coupled with his ability to offer unbiased advice, has been instrumental in our progress.”

Want to see where mentorship could take your fintech idea?

Explore the friction-free, flexible, and no-strings-attached Ask an Advisor program at fintechatlanta.org/ask-an-advisor.

A win-win for advisors and advisees

The partnership also benefited Nigri. “Working with Paul gave me the chance to reconnect with people I hadn’t spoken to in years. Those conversations opened up new opportunities for me and our business as well,” he said.

This win-win dynamic highlights the power of mentorship—not just for startups but for industry veterans looking to stay engaged and grow their networks.



Accelerating growth through A³

Navigating the fintech ecosystem—whether regional, national, or global—is no small feat. Ask an Advisor offers startups a shortcut to success. Whether they need guidance on risk management, cross-border payments, marketing, UX/UI design, or something else, A³ connects them with the expertise to overcome obstacles and thrive.

“Ask an Advisor has given me an invaluable resource and — Steve,” Provenzano said. “He’s helped us identify gaps, refine strategies, and become a stronger, more focused organization. I can’t recommend the program enough.”

For Nigri, the program reinforced the value of mentorship. “It’s rare to find a program that truly empowers both advisors and advisees to succeed. FinTech Atlanta’s A³ has done just that,” he said.

About FinTech Atlanta

FinTech Atlanta is a coalition of companies working to advance Atlanta as the recognized global capital of financial technology. Led by seasoned industry executives, the group’s priorities are to drive FinTech industry growth, talent expansion, innovation acceleration and public policy influence in Atlanta and across the state of Georgia. To learn how metro Atlanta and Georgia’s FinTech ecosystem is driving \$49 billion in annual revenue, visit www.fintechatlanta.org.