

Killer fintech use cases for corporate banking: problems waiting for solutions

A new report from Aite Group and Misys

Low returns and high costs, combined with a need to innovate mean that high-performing corporate banks are thinking differently. Forget buzzword bingo. What are the key technology use cases helping banks simplify the user experience, innovate on service and optimise the bank?

CORPORATES' CURRENT CONCERNS



Optimise working capital
Corporate treasurers care about one thing: the most efficient deployment of cash and liquidity. Focus has moved to optimise funding and decrease trading activities.



Advising the business
Beyond transaction efficiency, treasurers are increasingly the influential advisors in business strategy based on funding flexibility and optimisation.



Hedging is a pressing concern
Volatility means hedging is vital - basic strategies are reactive but corporates are seeking greater upside too.



Renewed focus on relationship banking
More consolidated views of liquidity are driving more rationalised banking strategies, even for larger corporates: banks should take heed.

HOW CAN CORPORATE BANKS RESPOND?



Help clients to navigate the complex ecosystem, becoming the IT and fintech advisor.



Ease the onboarding process and centralise management of compliance, KYC and support increasing cyber security and corporate social responsibility requirements.

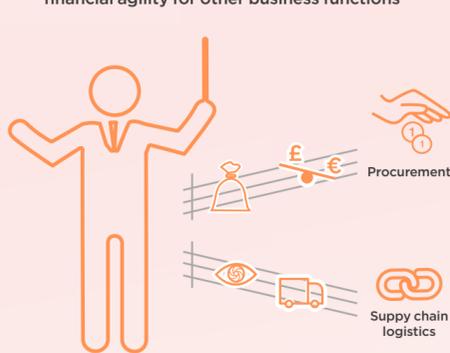


Connect the corporate banking user experience across multiple entities and relationships.



Become the strategic advisor with greater insight into the client relationship, risk and funding needs.

Treasurers become the orchestrators of financial agility for other business functions



90%

“Participating in decision making” will be of medium or high importance to treasurers in 2017.

Source: The future of corporate treasury, Nordea, 2016



BANK CHALLENGE



No single view



Siloed



Restricted operations

Banks must develop business technology to meet the corporate challenge



BANK TECH FOCUS

1

Unified customer experience

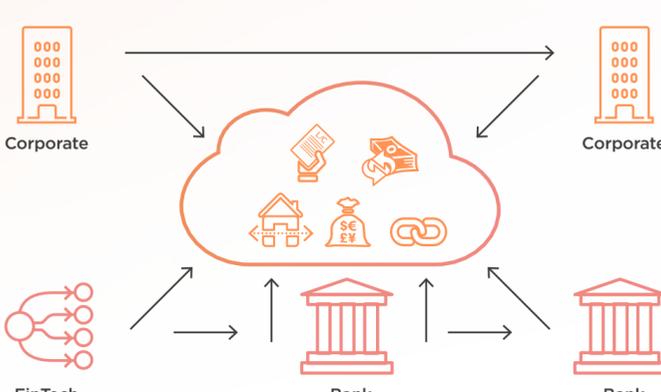


Connected. Digitalised. Transparent.



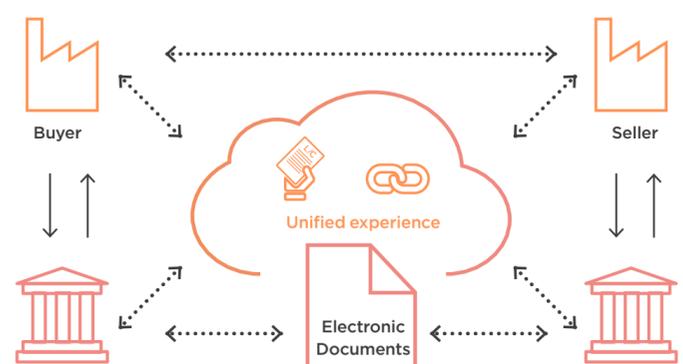
Business intelligence for advisory strength

KILLER CORPORATE BANKING APPS



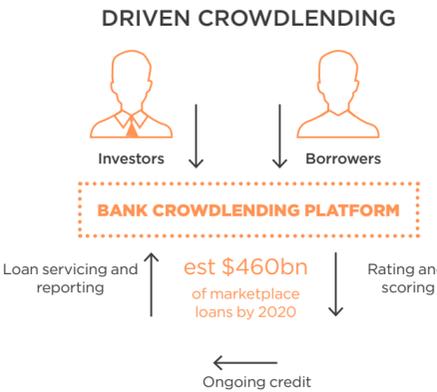
Problem: Need for operational efficiency
Fintech application: Connected corporate banking

DIGITALISED TRADE FINANCE: USE CASE EXAMPLES



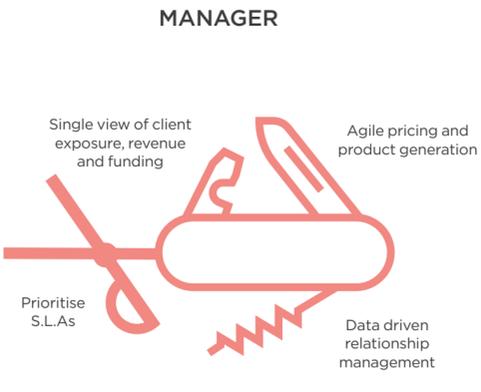
Problem: Manual, paper based, costly documentary trade finance
Fintech application: Unified front-to-back paperless trade

DISRUPTING THE DISRUPTORS: BANK DRIVEN CROWDLENDING



Problem: Access to finance
Fintech application: Bank driven crowd lending

TOOLING UP THE RELATIONSHIP MANAGER



Problem: Need for more strategic advice on funding and risk management
Fintech application: The tooling up, data enabled relationship manager

TAKEAWAYS FOR BANKS: IN CONCLUSION



Understanding corporate clients means bridging the gap between their operations and financial services.



Adopt new tech fast but with focus on corporate-centric digital transformation that connects the corporate bank.



Enable relationship banking by making data the difference.

About Misys FusionBanking Corporate

Misys FusionBanking Corporate enables corporate banks to simplify the corporate banking landscape, drive a consistent user experience and innovate on service. By delivering a 720 degree view of business and optimising global risk management banks using the platform maximise efficiencies and realise revenue potential in every aspect of corporate banking. With the most complete suite of best-in-class, integrated applications and flexible delivery options FusionBanking Corporate is a proven solution for banks to accelerate corporate banking growth.

Banks have reduced total operating costs by 50%, doubled the win rate of corporate business and reduced capital costs by 8-15%.

For more information please contact: CorporateBanking@Misys.com

DOWNLOAD THE KILLER FINTECH USE CASES FOR CORPORATE BANKING HERE >