



# Ness Transforms the Core Banking Systems

## Core Banking Systems place obstacles to Bank Transformation

Technological development, new regulatory requirements and especially the increasing competition forces banks to react faster and more vigorously. These changes usually affect Core Banking Systems that the banks operate and develop often for many years. However, systems often complicate the required changes and cause that the banks are not able to react in time, and the possible changes become much more expensive.

Another problem at the level of Core Banking Systems' transformation is their specificity and complexity. Core Banking Systems are extensive solutions significantly adapted to the bank's requirements due to the long-term development, built on old technological platforms. Their adjustments can therefore handle only a few people who are permanently developing these systems.

Comprehensiveness and complexity of these changes follows not only from the scope of the Core Banking Systems' features (the bank usually runs a number of them simultaneously), but also from its link to other IT systems. It is not uncommon that the bank operates several hundred of interconnected banking systems so that a change in the main system can affect dozens of other systems.

## Ness Technologies Experience with Core Banking Systems' Replacement

Ness gained unique experience of replacement the old Core Banking Systems for new modern solutions from many projects in Central Europe. Ness built a competency centre on these bases specializing in Core Banking Systems – **our experts have experience with the standard systems including Flexcube, Equation, Profile, as well as with the development of specialized customer solutions in the area.** They have a unique knowledge of the CBS GAP analysis and data migrations.

We have developed know-how for the delivery of a new Core Banking System based on these experience and knowledge of specific procedures for individual types of systems. This procedure covers the whole delivery lifecycle of the Core Banking System, from strategy and project preparation, through analysis, implementation, up to ensuring operations. We have good partnerships with the leading providers of customer-oriented products (SunTec, Xelerate). The result is a 15 years of Ness experience in this field with a strong local presence in TOP 5 banks in the Czech Republic.

Ness is also the first provider of outsourcing services in the field of Core Bankin Systems. Based on years of experience with this type of services we provide continuous development of Core Banking Systems (e.g. support for digital channels, individual offerings to retail clients etc.). We have experience in the areas of modern concepts of infrastructure for Core Banking Systems as well – infrastructure ownership, restriction of cloud platforms, visualization...

## Alternative Solutions of Core Banking Systems' Flexibility

Ness provides also alternative Core Banking Systems' flexibility solutions in cooperation with SunTec. These solutions are based on centralization of product management, charge features and client offers and contracts. Modern business systems are connected subsequently to this newly built system which screens out the problems of older banking systems.

These solutions provide banks with the ability to serve clients in a coordinated manner across business channels, they deliver them an individual product offering (and product packages) and significantly decrease the time needed to implement changes. Thus they achieve sales increase and better customer loyalty.



# Technologies allow banks to “Live with their Clients”

## With the Transformation the Banks will Gain...

- 360° view of the client
  - Personalized Product Offering
  - Serving multiple channels flexible
  - Pricing based on overall relationship and bundled fee offering
- Operational Excellence
  - Shorter Time to Market
  - Centralized and Automated Processes
  - Reduced Error Rates and Maintenance Efforts
- Revenue Optimization and Plugging Revenue Leakage
  - Cross-Selling and Up-Selling Improvement
  - Better Customer Care
  - Innovative Product Offering
  - Limiting Revenue leakage (uncollected fees because of poorly managed exceptions, time-limited discounts etc.)
- Loyalty Management
- New Complex Products including 3<sup>rd</sup> Party Services

## Personalized Product Offerings

Ness Technologies provides highly personalized product offerings for revenue management and business assurance, pricing, product catalog and offer management.

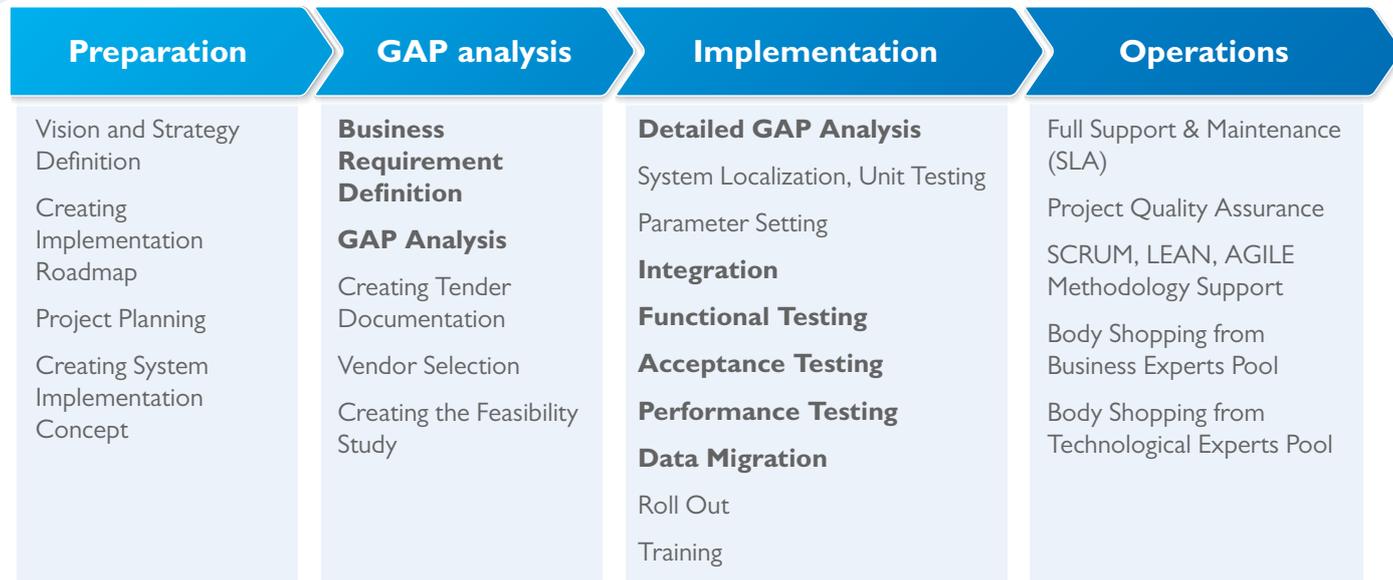
## Offer Management

End-to-end solutions designed for managing customer-oriented contextual offers consisting of pre-packaged business processes for offer design, enrollment and fulfillment of services and benefits for customers.

## Product Catalog

...enables financial institutions to manage all business products and offers in a centralized manner in order to streamline Product Management and avoid costly replications. Backed by a proven enterprise class pricing and billing engines it enables collaboration and management of product data.

## Our Approach...



## References



**Ness Technologies** is both your experienced business consultant and IT services provider. We connect business insight with technological expertise so as to help you to meet your targets, improve business efficiency and boost your overall success. We combine IT solutions, software, applications and outsourcing services in order to fully match your corporate requirements. Our services are based on future-proof solutions, robust competencies and major technology vendor partnerships. We have long-term experience of complex IT implementation across a range of industrial sectors in various European countries. More than 1000 Ness experts in the Czech Republic, Slovakia, Hungary, Bulgaria, Romania and Macedonia combine global knowledge with local expertise.