



Overview

Today, highly trained, and hard-to-hire treasury staff spend a huge amount of time on arduous and non-scalable manual processes used to manage the substantial risk of costly fraud and customer mistakes associated with treasury products and services. This is a massive opportunity cost, not to mention a chore without obvious benefit for both staff and customers. By automating those tasks and reducing the time spent per customer from several hours to a few minutes, the solution from FIS' partner, LexAlign, enables substantial improvements in back office operational efficiency ratios, customer compliance monitoring and support, and staff and customer experience. LexAlign automates customer compliance and security audits, education, and support so that Risk Management is proactive, targeted, efficient, and routine, allowing financial institution staff to focus on growth, not compliance. The solution includes modules for Remote Deposit Capture (RDC), Security, and Automated Clearing House (ACH) [for release in 2023].



TARGET MARKET

Banks and Credit Unions

DECISION MAKERS / POTENTIAL BUYERS:

- Treasury Management Leadership
- President/CEO
- CFO/Controller
- Chief Risk Officer

Overall Value Proposition

Dramatic improvement in the operational efficiency of managing Treasury Activities

- No more manual client questionnaires to distribute and collect
- No more time-consuming data entry
- No more spreadsheets to update
- No more reports to generate
- No more taking time away from building customer relationships



ELEVATOR QUESTIONS

How much of your time is spent on:

- Sending out questionnaires...
- Chasing down completed questionnaires...
- Compiling collected data...
- Reporting on collected data...
- And acting on collected data?

Do you find this process effective?

Do you know what percentage of your customers follow best practices and regulator insights?

Are you looking to improve your customer compliance and security for Treasury services?

Do you know how many of your customers are inactive because they have device issues?

If there were a way to automate the whole process, would this interest you?

Implementation Process

FIS Implementation Services is responsible for the work.

Time commitments :

Initial implementation: 40 hours – separately-purchased modules: 25 hours each

- Onboarding calls
- Configure an email domain for customer communications
- Load a suitable logo
- Load customer data (names and addresses)
- Set up customer email communications
- Provide training on using the dashboard
- Post an FAQ page

Financial Institution Training:

- Delivered via webinars, no travel expenses or time out of office
- Client-specific, one-on-one video sessions
- Tailored to each client

Customer training:

- None required. Easy-to-use web-based application.



Average Sales Cycle

30-90 days, including:

- An initial discovery call to confirm the client has pain and the desire and budget to address the pain
- Customer demonstration addressing key points learned from the discovery call
- Proposal review, reference checking and required due diligence
- Contract review and execution