Remove obstacles to change in universal banking

Increase agility, accelerate growth
“The ground-breaking FusionBanking Equation solution will put Habib Bank in the lead amongst the banking industry in the region.

The FusionBanking Equation technology will not only improve our operations domestically but across our global network and most importantly, it would allow us to enhance our service and customers’ experience.”

Zakir Mahmood
CEO, Habib Bank
FusionBanking Equation has the depth and breadth of functionality to support core banking operations and has more than 250 installations worldwide. Complemented by a modern and componentised architecture, it offers a proven route to increased business agility and is the ideal platform for strategic growth.

Banks worldwide are seeking to increase profitability by expanding into new markets and customer segments, offering competitive products and supporting an increasing array of channels. Innovation is crucial for success, but there is also relentless focus on efficiency and productivity and a need for easy implementation. How can these objectives be pursued in parallel?

To address these challenges, banks need to adapt quickly to changing market conditions, customer demands and regulatory deadlines. In many cases the ability to act is hampered by legacy systems that fail to provide the flexibility and control that the modern world demands.

FusionBanking Equation offers a practical alternative. One of the most popular core banking systems available, it is continually proven in some of the world’s toughest banking environments. Banks worldwide benefit from its rich functional coverage, proven architecture and unfailing reliability.

FusionBanking Equation is the ideal core banking system for any large, universal bank.
Formed in 1975, Bank Al-Jazira, Jeddah, is one of Saudi Arabia’s leading Shari’ah-compliant financial institutions, offering commercial, retail and corporate banking services.

The bank serves over 150,000 customers, and has ambitious plans to expand throughout the region. It has experienced rapid growth recently, tripling its branch network to nearly 80 branches – driving both national and international growth.

To support and accelerate this growth and attract new clients, Bank Al-Jazira aims to offer a feature-rich banking experience that differentiates it from its competitors.

After a thorough market study, the bank chose FusionBanking Equation as its strategic platform. Now it can design, deploy and maintain new banking services rapidly and cost-effectively to support its strategy of profitable expansion.

FusionBanking Equation in action

Realise regional growth ambitions. FusionBanking Equation is enabling the expansion strategy of this leading Saudi bank

“The state of the art technology in Misys FusionBanking Equation will allow us to launch new innovative products and services quickly and effectively to the market, keeping us at the forefront of retail banking.”

Mr. Mohammad Shah Alam Sarwar
Managing Director and CEO, International Finance Investment and Commerce Bank

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FusionBanking Equation offers the ultimate combination of reliability and core functionality, complemented by the latest integrated technology capabilities. It enables a bank to streamline its back office, increase automation and implement a consistent channels strategy. FusionBanking Equation helps a bank realise business benefits in a short time.

Accelerated growth for increased revenues
Design, build and launch new financial products and services quickly through reusable processes and services. This decreases ‘time to value’ to days rather than months and reduces your dependency on Misys for system enhancements.

Rapid entry to new geographical markets
Global Processing complements a typical “hub” configuration and enables your customers to transact seamlessly with their accounts when in different locations. Banks can see an overall picture of each customer, rolling up their relationships across multiple locations into a single view.

Boost productivity to improve profitability
End-to-end processes that reduce “per-transaction” costs improve efficiency, and automation reduces manual intervention and human error.

Improved customer satisfaction and retention
Reduce customer churn by offering an integrated omni-channel banking strategy. You can design more customer-centric financial products and services and move away from siloed systems to a single, strategic IT infrastructure that increases the product-per-customer ratio.

Rapid implementation and time-to-value
FusionBanking Equation is certified on IBM PureFlex and is pre-integrated with IBM’s hardware. It encompasses the integration of compute, storage, networking, virtualisation and management into a single infrastructure system. FusionBanking Equation can be deployed in a matter of days, not months.

Componentised approach
Integrate with a broad range of Misys solutions and maximise your return on investment.

FusionBanking Equation is fully integrated with the rest of the FusionBanking suite, including Digital Channels, Transaction Banking and Lending. To extend further into trade, FusionBanking Equation integrates with FusionBanking Trade Innovation; and for risk and reporting it integrates with FusionRisk solutions.

“We have been operating our mission-critical core banking operations on FusionBanking Equation for a decade and have built a solid relationship with Misys in that time. Over the last five years, BTPN has increased its profits by more than 500%.”

Karim Siregar
IT Director, PT Bank Tabungan Pensiunan Nasional
Digital channels
Provide self-service tools for your customers to access account data 24/7. Digital Channels is a suite of next generation online and mobile banking applications, which will promote your bank’s services and products in a contextual way to customers, improving customer loyalty, ensuring a higher product-per-customer ratio.

Branch network
Create a more efficient branch network, and offer a superior customer experience. Branch networks are undoubtedly shrinking, as the cost of a physical network is far greater than Internet banking. Yet 90% of banks’ sales are carried out in-branch, in particular the more complex services. FusionBanking Equation incorporates a modern browser-based branch solution that enables more efficient branch processing with a differentiated customer experience and the delivery of sales prompts to the front line.

Analytics
Unlock the value in your back-office data and turn it into actionable insights. FusionBanking Insights is an in-memory analytics engine that enables you to analyse data in real-time, on any dimension. Use it to gain insight into the profitability of customers, branches and products and deliver services that customers value most.

Islamic banking
Support Islamic and traditional banking products on a single platform. FusionBanking Equation supports Islamic banks with a wide range of specialist features, including profit distribution and Islamic Finance. FusionBanking Equation offers an integrated solution for Islamic banking and is equally suitable for banks run entirely on Shari’ah principles or banks with an Islamic banking division.

Product capabilities
FusionBanking Equation is customer-centric – not account-centric – and maintains a single, centralised and consistent view of every customer. This eliminates data duplication, minimises errors, reduces risk and improves access to customer information.
**Deposits**
Automate deposit procedures in a flexible way. FusionBanking Equation empowers you to provide superior customer service, at low cost. It supports term deposits, standard and notice saving accounts, saving plans as well sophisticated capabilities for automation around interest, fees and charges, sweeps and statements. Caters for exception handling for early withdrawals. The automation allows you to processes high retail volumes without increasing costs.

**Lending**
Manage the entire lending cycle on a single platform. FusionBanking Equation handles all lending processes, including origination, monitoring, delinquency management, and reporting. With its rich functionality and scalability, FusionBanking Equation offers a proven path to profitable lending. A high degree of automation reduces operational risk and ensures a higher conversion rate of customers who take out loans. The system is flexible enough to meet local regulatory requirements and lending practices.

**Payments**
Define your own payment types, authorisation procedures, charge structures and accounting rules. FusionBanking Equation includes a facility to predefine templates to offer unmatched flexibility for retail and corporate customers operating in both domestic and international payments.

**Treasury**
Implement full straight-through processing and automate the back-office activities of the treasury operation. FusionBanking Equation covers the entire lifecycle, from transaction capture and validation, confirmation and settlement, through to accounting and reporting.

**Account services**
Choose from a wide range of account services, including real-time sweeps, standing orders, direct debits, clearing, fees and charges, account closing and customer documentation. You can link accounts belonging to the same customer and calculate interest on the net total to offer a superior customer service.

**Cheque processing**
Process high volumes of cheques and associated business processes, from chequebook management, to processing, clearing or returns handling. FusionBanking Equation allows for flexible charging as well as various approaches to guarantees and certified cheques.

“Misys has a truly unique solution that will help us build our business. We needed a system that could enable our team to deliver on our ambitious growth objectives, allowing them to tailor processes easily and shape the way we meet the demands of our customers with new products and services. We look forward to FusionBanking Equation supporting us as we move the business forward.”

Ricardo A. Balbido Jr
President, Philippine Veterans Bank
Operational excellence for banks

Workbench
Stay ahead of your competition with innovative products that truly reflect customer needs. FusionBanking Workbench makes it easier for banks to develop services and then orchestrate them into comprehensive applications. The workbench is a design-time environment that provides a consistent approach to modelling and building components, modules and composite applications. Time-to-market is dramatically accelerated, so you can bring the most innovative products to market quickly, to out-innovate your competition.

Global processing
Operate a single global system with local flexibility. FusionBanking Equation Global Processing allows you to link individual systems to provide regional autonomy, with the benefit of centralised control.

Regulatory compliance
Achieve regulatory compliance in local and regional jurisdictions. FusionBanking Equation integrates with best-of-breed specialist systems to provide an integrated compliance solution. You will benefit from greater straight-through processing with third-party systems to improve reporting and tighten control. Misys partners with specialist providers of compliance solutions, for example FircoSoft for Watch List Checking, which ensures that payment messages are automatically routed, checked and stopped if there is a match against a watch list.

Management reporting
Create bespoke reports that are aligned with your business objectives. FusionBanking Equation provides a wide range of standard operational reports, which allow you to filter and sort the underlying data to produce multiple versions using the same underlying report template. You can schedule report production or request a bespoke report at any time.

Limit Checking
Monitor internal risk across all activities, from retail loans and overdrafts to letters of credit and forward contracts. FusionBanking Equation lets your risk management staff set limits, and then monitor exposure against those limits in a dynamic environment while taking account of risk factors, guarantees, collateral, and netting agreements. It supports real-time limit checks, enquiries, and reports on exposures. And you can attain multiple views that use dimensions of country, instrument, customer group and intermediate group, industry, and currency.
A leading commercial bank in UAE has selected FusionBanking Equation to modernise its core banking operations. In order to grow into new business segments, such as Islamic Banking, the bank needed a robust core system built for growth. The bank used the Workbench tool within FusionBanking Equation to develop new mission-critical services, including customer on-boarding and a new financial product.

A new customer and account on-boarding service was composed, which dramatically reduced the time to create new customers and accounts. The data is captured in one screen rather than multiple. This creates greater efficiencies for the bank.

To capture new revenue streams, the bank also used FusionBanking Equation to create new structured products, including an innovative Escalator Deposit - a fixed deposit with increasing interest rate. Again this was created using the Workbench tool, which slashed the time it takes to build new products and services.

With FusionBanking Equation, the bank has reduced the time it takes to configure a new product by more than 50%; it is up to 65% quicker to open a new branch; and the time to open new customer accounts has been reduced.

“Since implementing FusionBanking Equation, it takes 60% less time to configure new products.”

Fastest growing bank in the Middle East
We appreciated the SAG service that provides a direct and effective communication channel between banks and the system vendor (Misys).”

Mr. Tang Yong Feng
Team leader, Treasury Systems – China Minsheng Banking Corporation

An industry proven best practice approach – that’s the guiding principle of our professional services and support model. Misys clients benefit from our long track record of successful implementations.

**Best practice delivery**
The Misys delivery model is incorporated into our entire product lifecycle. We leverage best practice business processes in the design, development and quality assurance of all of our products. While we acknowledge that one size doesn’t fit all in financial software, we know that a delivery approach that focuses on industry proven best practice process models helps our clients to save costs and benefit from the institutional knowledge Misys has developed across thousands of successful implementations. It means:

- **Faster implementation.** Repeatable delivery means projects are shorter and more predictable.
- **Reduced TCO.** Clear focus avoids unnecessary expenditure.
- **Less risk.** A standard, proven approach means many risks have already been mitigated.

**Centre of excellence**
Co-located with our development teams, the 200-strong Misys Service Delivery Centre ensures that we share best practice both internally and with partners. It enables us to refine implementations offsite before taking them back to the client.

**Customer support**
Misys clients benefit from the expert knowledge of 1000+ resources worldwide whose primary function is to provide professional, scalable software support and maintenance.

**Deep domain expertise:** Our technical and application support people have strong industry and product knowledge with continuous technical and industry training programs to ensure that Misys support teams can meet your evolving business needs.

**Scalable support model:** As a Misys client, you can choose from a standard, professionalised support model or a specialised, premium support package depending on your needs. Because Misys support has a broad, global footprint that operates in all time zones and regions, Misys teams can scale to your requirements.

**Valuable advisory services:** Our Systems Advisory Group (SAG) provides system reviews to help clients understand how to use their Misys systems more effectively and derive maximum value from their applications.

SAG reviews have helped more than 80% of participating customers to identify ways to utilise their Misys software more effectively and use more system functionality.
Proven award winning solutions

Banking Technology Awards 2013
Winner: Best Core Banking Product or Service
Misys

CELENT

Celent: The Big Leagues 2013:
Core Platform Sales Ranking (2014)
Winner: Misys wins xCelent Customer Base Award for EEMEA
About Misys
Misys is at the forefront of the financial software industry, providing the broadest portfolio of banking, capital markets, investment management and risk solutions available on the market. With more than 2,000 customers in 130 countries our team of domain experts, combined with our partner eco-system, have an unparalleled ability to address industry requirements at both a global and local level. We connect systems, collect data and create intelligent information to drive smarter business decisions. To learn more about how our Fusion software portfolio can deliver a holistic view of your operations, and help you to solve your most complex challenges, please visit misys.com and follow us @MisysFS on Twitter.

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