TietoEVRY Customer Engagement Banking

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Box 1: Financial Services Industry

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Challenges

Box 3:

- Better overview of customer
- Access to data
- Lacking structured information to locate prospective customers/opportunities/leads
- Faster time to market
- Need for real time data

Box 6:

- Information is scattered across core applications
- Users work without a common process
- Information is lost or is located with single-point access

Ideal Solution

Box 4:

- Integrations with banks core applications
- A customer card which highlight relevant information about the customer
- A structured list of all relevant opportunities related to existing and prospective customers

Box 7:

- The buyer wants relevant information and data to be accessible to be able to help customers
- The buyer want to use common processes to ensure compliance with their strategy and user experience
- The buyer want to be able to reach out to customers/leads with relevant offers for their current situation
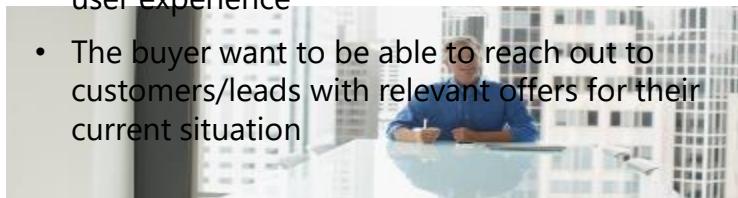
Desired Outcomes

Box 5:

<Reasons Customers buy a solution>

1 ongoing project. Multiple leads and prospective customers.

The solution offers standardized MS Dynamics functionality and integrations with core banking applications.

Box 8:

N/A

Box 1: MS Dynamics Customer Engagement Banking

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Box 3: Provide standardized MS Dynamics with Banking layer

Box 4: Data access

Box 5: Flexibility

Box 6: Dynamics collaboration

Optional: Value Title

Box 7: Core Value of your Solution

- Integrations with TietoEVRYs core banking applications
- Several years of experience setting up integrations with banking applications and third parties

Box 8: Core Value of your Solution

- Offer the customer the flexibility to have a quick TTM
- Data model which allows for flexibility
- Continuois development using DevOps methodology which allows for quick TTM

Box 9: Why your solution is better on Microsoft

- Utilise MS partnership
- Flexibility offered with MS data model
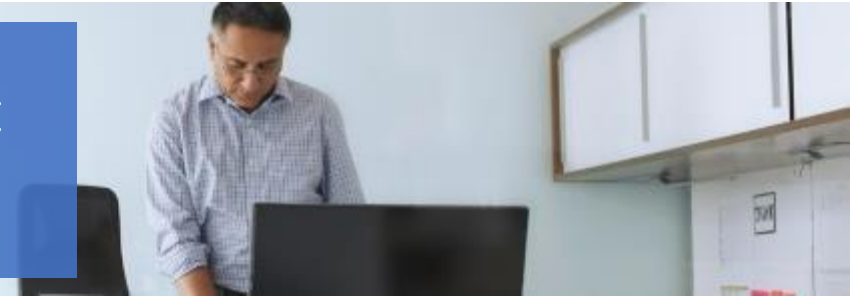- Continuous development from MS on Dynamics

Use the 4th only if it is critical to your story

- 4th is optional

Box 10: N/A

Box 1: TietoEVRY Customer Engagement Banking + Microsoft Dynamics

Box 2: We combine TietoEVRYs core banking experience and Banking know-how with MS Dynamics to develop a solution adapted to the Financial Services Industry.

Solution Alignment

Box 3: Scalability

Box 6:

A standardized base product based on MS Dynamics principles adapted to the Nordic Financial Services Industry. "Built once sold to many"

Box 4: Flexibility

Box 7:

Utilise Dynamics core components along with TietoEVRYs experience with Dynamics and the Financial services industry to adapt the solution to the customers needs and utilize their competitive advantege

Box 5: <Partner> + Microsoft <solution> value title

Box 8:

Customer joint value 5-7 words

Power point