

Factsheet

Appzillon Corporate Onboarding: a seamless start for corporate banking customers

Smooth onboarding is a crucial component of customer experience today. Staying competitive depends on being able to offer a seamless, digitized process.

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Appzillon Corporate Onboarding offers both self and assisted options for onboarding corporate customers to Finastra's core Connected Corporate Banking services, including Fusion Trade Innovation, Fusion Cash Management, Fusion Corporate Channels and Fusion Loan IQ.”

First impressions count

Onboarding sets the tone for a customer relationship – often, it's the first impression that corporates have of a financial institution. Recognizing how you deliver can be almost important as what you deliver. Tech giants such as Amazon and Apple – and many challenger firms – have invested heavily in creating a seamless, end-to-end customer experience. Banks are following suit, with 3 out of 4 of the 50 largest institutions having committed to transforming customer experience*.

The onboarding challenge for financial firms

But seamless onboarding is not easy. As technology and digitization grow, so do regulatory demands around client and transaction monitoring. Pin-sharp due diligence is essential in areas such as know your

customer (KYC), know your business (KYB) and checking politically exposed persons (PEPs). Customers expect more, too, having become accustomed to all-digital onboarding and the slick UI and UX offered by tech giants and new non-bank financial institutions.

Also, when onboarding is not digitized and centralized, it creates friction internally, slowing down processes and inhibiting the production of valuable insights. In the context of COVID-19, this becomes a more urgent issue, with remote working accelerating the need for digitalization in the onboarding process.

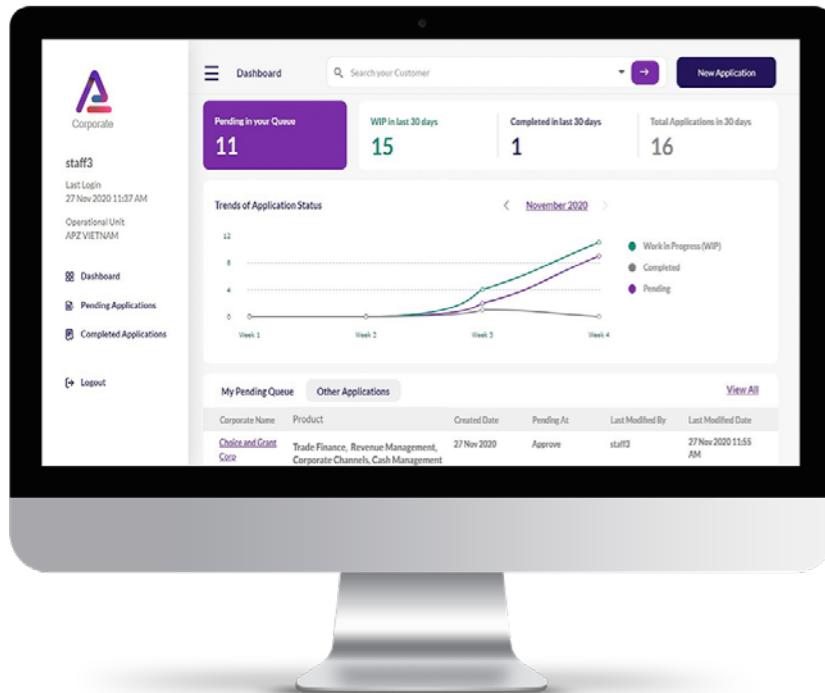
Appzillon Corporate Onboarding: a seamless solution

Finastra has partnered with i-exceed, a fintech focused on digital transformation, to create a fully digitized customer onboarding process. Appzillon Corporate Onboarding offers both self and assisted options for onboarding corporate customers to

Finastra's core Connected Corporate Banking services, including Fusion Trade Innovation, Fusion Cash Management, Fusion Corporate Channels and Fusion Loan IQ. Pre-integrated with these Finastra services, it reduces both manual intervention and data capture effort.

*Analysis of the 50 largest global banks' annual reports and investor presentations for 2019; based on the S&P Global Market Intelligence list of banks by total assets

Appzillon Corporate Onboarding uses APIs both to receive onboarded customer data from third parties or bank CIF/CRM systems and to transmit it to Finastra core services.



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With a single user interface supporting data capture and lifecycle management for Finastra's Connected Corporate Banking solutions, Appzillon Corporate Onboarding offers a consolidated customer view and a fully digitized onboarding process. Its open RESTful API facilitates onboarding across business lines, seamlessly transforming and distributing data.

Finastra offers two onboarding options:

Full onboarding

- Designed for new corporate customers
- Customer and product onboarding managed by i-exceed (Finastra's fintech partner), with self or assisted options offered
- Full data captured from corporate, including product fields required for Finastra core services
- Data passed to Party API via FusionFabric.cloud and distributed to Finastra solution

Enriched onboarding

- Designed for banks looking to enrich Finastra product data in an existing onboarding solution
- Finastra partner pulls data from bank's onboarding solution and distributes it to Finastra's core Connected Corporate Banking services

Key features

- Intuitive user interface with Party API for distribution to Finastra services
- Single onboarding solution removes the need to enrich data for corporates using multiple Finastra solution
- Multiple onboarding options
 - Support for full onboarding of customers to the bank along with product onboarding using self-service and/or assisted onboarding
 - Banks can also use the app to onboard their customers to Finastra solutions only
- Pre-integrated, with intuitive data capture based on business line

About Finastra

Finastra is building an open platform that accelerates collaboration and innovation in financial services, creating better experiences for people, businesses and communities. Supported by the broadest and deepest portfolio of financial services software, Finastra delivers this vitally important technology to financial institutions of all sizes across the globe, including 90 of the world's top100 banks. Our open architecture approach brings together a number of partners and innovators. Together we are leading the way in which applications are written, deployed and consumed in financial services to evolve with the changing needs of customers. Learn more at finastra.com

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