



Misys press releases

The latest news from Misys

Misys launches integrated corporate banking platform to enhance sales and service with a single view of the client

Unified digital channels with enterprise pricing streamlines business to deliver tailored products with flexible pricing and market-leading service to win corporate business

29 September 2014 - Misys, the leading financial software company, has launched Misys FusionBanking Corporate FrontOffice, a unified corporate client front end, integrated with enterprise pricing and credit lifecycle management. The latest packaged solution in the FusionBanking portfolio for corporate banking delivers a single view across the corporate client business. The resulting cross-business visibility allows banks to predict client needs more effectively and deliver tailored financial solutions, with flexible pricing, when clients require them most.

This is the first major release as Misys delivers on its strategy to provide the most complete, connected and componentised solution suite for corporate banking. The components of FusionBanking Corporate FrontOffice can be integrated with the vendor's best-in-class back office systems for commercial lending, trade finance and payment management, to provide a strategic path for commercial banking transformation.

"Misys has become a strategic partner in our technology journey as we look to increase the reach and depth of our commercial banking business", comments Lav Kataria, COO of Saudi Hollandi Bank. "It provides us with the technology and commitment to commercial banking that mirrors our own focus on innovation and growth in this market. Its solutions have helped to bring together previously siloed elements of our business to add value to the products and services we traditionally offered to clients. This will help to deepen our client relationships and establish clear points of differentiation from our competitors."

"Banks have invested heavily in regulatory compliance and mandatory projects, seeing little direct ROI from this IT spend", states Nadeem Syed, CEO, Misys. "We see the visionary



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banks leveraging that investment in real-time data with enterprise analytics, pricing, product and process management tools to drive revenue growth in corporate banking. FusionBanking Corporate FrontOffice provides consolidated views across the corporate banking relationship - both to the client via a multi-bank channel platform and to the bank through cross-business services that share and re-use client information, enhancing the sales process and increasing business process and on-boarding efficiency.”

According to recent research carried out by CEB TowerGroup* banks with higher sales technology enablement can improve high-end sales performance by more than 50%. Misys clients using components of FusionBanking Corporate FrontOffice have increased their win rate for large corporate RFPs by 50 per cent, with one example including a US-based bank that has doubled its revenues with a unified sales channel and bank visibility across trade finance and FX.

* Source : CEB TowerGroup - *Top 10 Technology Initiatives in Commercial Banking for 2014*

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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 www.misys.com and follow [@MisysFS](https://twitter.com/MisysFS) on Twitter.