FINASTRA

ELEVATE YOUR CORE: 8 PROVEN REASONS TO MOVE TO FUSION PHOENIX

The move from one core banking system to another can be stressful, yet choosing the core that makes your business better with value-added features and the opportunity to reduce costs over time makes sense. Fusion Phoenix does just that.

MICROSOFT TECHNOLOGY AND DESIGN

FUSION PHOENIX
One of the only cores on the market built completely on Microsoft technology with SQL server, making it a cost-effective, modern core. Automatically integrates with Microsoft Office, plus ribbon toolbar design is intuitive and mimics those found in Word or Excel, making it easier for employees to learn quickly.

> Fusion Phoenix fits right in with our bank because we are a Microsoft bank. We still have that same look and feel. It's very easy to hire a banker from another bank that's used to another platform, and everyone has said how much easier it is to learn and train on our platform versus where they were before[1].
>
> Randy Baker,
> President & CEO,
> Citizens Savings & Loan Association

OPEN APIS

FUSION PHOENIX
The best enabled core for the platform world with fully published APIs for third-party integration. No matter what products and services are needed, it integrates seamlessly and is "future proof" to work with today and tomorrow's technology.

> Making connections through secure APIs expands a financial institution's ecosystem in an affordable manner, attracting accountholders who are hungry for the convenience and mobility these types of integrations provide.[2]
>
> The Financial Brand

360° ACCOUNTHOLDER VIEW

FUSION PHOENIX
From the dashboard, get real-time access to each accountholder's exposure, profitability and personal information such as contact history, total relationships, deposit and loan balances, accounts alerts, unused credit lines and more.

> Being able to see Fusion Phoenix data all in one place is tremendously helpful to the staff. So, whether they're in person and have a customer in front of them, or whether they're on the telephone answering a call, or whether it's a loan officer that's getting ready to go out and meet with one of their clients, they can easily pull up that data, have everything right there and communicate intelligently with our customers[4].
>
> Mary Ann Harshman,
> EVP,
> Commencement Bank

SINGLE SIGN-ON (SSO)

FUSION PHOENIX
Integrates key Fusion Phoenix applications with Microsoft Active Directory, allowing users the convenience of using one password to access all the applications for which they are authorized—even for test and production databases. No more remembering numerous passwords or locking out users.

> Implementing SSO reduces risk because having only one user access point minimizes the likelihood of employees using simple or easy-to-crack passwords. Implementing SSO is also a part of compliance protocols. It can streamline the initiation of terms of service agreements and store them to comply with IT audits[3].
>
> Avatier

WORKFLOW

FUSION PHOENIX
The built-in workflow manager allows you to build workflows that streamline processes, mitigate risk, and reduce employee time on repetitive, mundane tasks.

> In the past, we had a team of 10 to 15 people managing Pay Pause requests, whereas today we need just 3 people to handle the same work. Fusion Phoenix's workflow manager has made our Pay Pause service much more efficient and profitable[5].
>
> Erik Chaston,
> Workflow Developer,
> Dupaco Credit Union

CONSOLIDATE VENDORS AND PROGRAMS

FUSION PHOENIX
Any functionality and feature that is crucial to your business is housed in one place. Service general ledger, sales and service, card management, contact history, fraud and suspicious transaction scoring, collections and more from a single database. No more complex data transfers from one system to another, no additional vendors, no additional contacts, no worries about integration.

> One of the reasons we switched to Fusion Phoenix, was because it reduced our reliance on third-party providers by nine significant third-party providers[7].
>
> John Sneed,
> CEO,
> FMS Bank

BUSINESS LENDING

FUSION PHOENIX
Helps automate every stage of lending operations. Includes robust options such as multiple payment schedules, multiple interest options, construction draw schedules, and collateral tracking.

> (Community banks) make more than 60% of all the nation's small business loans, and more than 80% of all agricultural loans[6].
>
> Independent Community
> Bankers Of America (ICBA)

REDUCE COSTS AND TIME

FUSION PHOENIX
By automating processes and reducing the need to perform manual tasks such as re-keying information, filling out paper forms, and extended wait periods, overall costs are reduced and account holder service and satisfaction increases.

> Our costs with Finastra over the 7-year contract, is 26% less than with the prior provider[8].
>
> Jack Kuntz,
> President & CEO,
> American Savings Bank

[1] https://www.finastra.com/customer-experience/success-stories/citizens-savings-loan-reduces-new-loan-booking-times
[2] https://thefinancialbrand.com/77869/innovation-trends-banking-ai-api-personalization-payments/
[3] https://www.avatier.com/blog/how-single-sign-on-works/
[4] https://www.finastra.com/customer-experience/success-stories/commencement-bank-grows-commercial-lending-fusion-phoenix
[5] https://www.finastra.com/customer-experience/success-stories/dupaco-drives-stellar-service-with-fusion-phoenix-workflow
[6] https://www.investopedia.com/terms/i/independent-community-bankers-of-america.asp
[7] https://www.finastra.com/customer-experience/success-stories/fms-bank-reduces-nine-third-party-vendors-fusion-phoenix
[8] https://www.finastra.com/customer-experience/success-stories/american-savings-bank-sees-reduction

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