



## Case Study

# i-exceed teams up with Finastra to help banks deliver world-class corporate banking services

By bringing its cutting-edge Appzillon Digital Banking solution to FusionFabric.cloud, i-exceed can help more banks deliver a seamless journey for new clients.



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*By using FusionFabric.cloud to deploy new digital services powered by Appzillon Corporate Onboarding, Finastra customers can achieve a time-to-market of under three months, helping them to stay ahead in a highly competitive sector."*

Sundar Sundararajan  
Co-Founder & CEO,  
i-exceed

## About i-exceed



100+ banks use i-exceed solutions



70% faster client onboarding



60 million happy users



i-exceed technology solutions help banks and financial institutions deliver seamless digital banking experiences. The company's proprietary solution, Appzillon, provides a suite of feature-rich, intuitive and personalized online banking solutions and is used by many leading banks around the world.

[www.i-exceed.com](http://www.i-exceed.com)

## Highlighted solutions



[FusionFabric.cloud](#)



[Appzillon Digital Banking](#)

## The challenge

# Evolving the banking experience in the digital world

To help banks stay ahead in a competitive market, i-exceed provides the solutions required to onboard new corporate clients quickly with ease and convenience.

The popularity of online and mobile banking has skyrocketed in recent years, placing pressure on banks to provide seamless, convenient, and reliable banking services via digital channels. In today's fast-paced business environment, clients now expect corporate banking to deliver the same level of excellent, digitally-driven service that they enjoy from their personal banking applications. Financial institutions that fail to meet these evolving demands risk losing out on market share.

Onboarding new corporate clients is a sophisticated, multi-stage process, which requires banks to assess each client according to stringent, geographically-specific regulations. For instance, financial institutions must complete due diligence in key areas such as know your customer (KYC) and know your business (KYB) while also checking to see if new clients are listed as politically exposed persons (PEPs).

Traditionally, many banks have relied on manual in-house processes to support these compliance activities. However, this approach often increases the length of the corporate onboarding period and generates significant costs. As a result, many financial institutions find that setting up accounts and services for new clients can take up to 5 weeks—limiting competitiveness and preventing banks from delivering excellent client service.

Keen to help banks accelerate and enhance the onboarding experience, i-exceed developed Appzillon Corporate Onboarding: a low-code platform developed with fully-integrated, compliant onboarding and background checking processes.

Sundar Sundararajan, Co-Founder & CEO at i-exceed, comments: "We're on a mission to provide more banks with cutting-edge digital services. While we've helped many banks and financial institutions on our own, we knew that partnering with a banking technology leader could help us reach a wider customer base faster."

i-exceed aimed to find a technology partner that could enable it to reach more clients. At the same time, remaining open and vendor-agnostic was an important requirement.

"We want to offer the latest technology and tool sets to our customers to enable them to future proof their businesses by adopting new technologies," explains Sundar Sundararajan. "We believe that banks are able to deliver the best service when they can embrace new technologies and offer well-integrated and orchestrated digital journeys that address the needs of their customers. So, it is important to ensure that any new partnerships we undertake offer freedom and flexibility."



## The solution

### Forging new partnerships

**i-exceed launches Appzillon Corporate Onboarding on FusionFabric.cloud—enabling existing Finastra customers to integrate the application with their corporate banking solutions.**

To reach a wider client base, i-exceed decided to partner with Finastra and offer Appzillon Corporate Onboarding through FusionFabric.cloud—Finastra’s one-stop portal for open innovation.

“As a leader in the fintech space with many years of experience, Finastra has an excellent reputation for innovation in finance, so partnering with them was a clear choice for us,” explains Sundar Sundararajan. “We were also impressed with Finastra’s commitment to ensuring that its solutions can integrate seamlessly with third-party applications—enabling banks to pick and choose the solutions that are the right match for their business.”

Today, Finastra customers can access Appzillon Corporate Onboarding through FusionFabric.cloud and begin building tailored, seamless, compliant customer onboarding experiences across all digital channels. The i-exceed application provides options for self-service onboarding as well as assisted processes, and comes pre-integrated with Fusion Trade Innovation, Fusion Cash Management, Fusion Corporate Channels and Fusion Loan IQ.

Sundar Sundararajan adds: “Because Appzillon Corporate Onboarding easily connects with a wide range of Finastra solutions, banks can create new, improved corporate client journeys without having to engage in complex, time-consuming recoding or systems integration.”





## Delivery journey

### Driving continuous innovation

In partnership with Finastra, i-exceed works around-the-clock to bring the latest digital banking innovations to customers.

To help banks harness the latest developments in online and digital banking technology, i-exceed works closely with Finastra to enhance the joint Appzillon Corporate Onboarding and FusionFabric.cloud offering on an ongoing basis.

“We have regular meetings with the Finastra product team to decide how best to improve and enhance the capabilities that we provide through FusionFabric.cloud,” comments Sundar Sundararajan. “Our meetings offer a chance for us to get up to speed with the latest improvements to Finastra’s solutions and align our product roadmap to ensure that we are providing our customers with the very latest innovations.”

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***Through our partnership with Finastra we are able to reach many more customers. Ultimately, this means that we can help more banks reap the benefits that effortless client onboarding has to offer.***

**Sundar Sundararajan**  
Co-Founder & CEO,  
i-exceed

## The result

### Reaching more customers

By offering Appzillon Corporate Onboarding through FusionFabric.cloud, i-exceed can bring its ultra-fast onboarding solution to a broader customer base—driving growth.

Offering Appzillon Corporate Onboarding through FusionFabric.cloud has given i-exceed valuable access to a new market, while also making it even easier for existing Finastra customers to leverage the company's corporate onboarding services.

"Through our partnership with Finastra we are able to reach many more customers," explains Sundar Sundararajan. "Ultimately, this means that we can help more banks reap the benefits that effortless client onboarding has to offer. Typically, financial institutions that use Appzillon Corporate Onboarding enjoy lower operational cost, faster onboarding and can provide clients with greater convenience—for instance, by enabling clients to auto-populate forms and scan important documentation via their mobiles."

Because FusionFabric.cloud allows i-exceed to offer Appzillon Corporate Onboarding via a Software-as-a-Service model, the company has accelerated implementation times for new clients.

"In today's banking industry, the ability to implement new services quickly is one of the key aspects for sustainable growth," says Sundar Sundararajan. "By using FusionFabric.cloud to deploy new digital services powered by Appzillon Corporate Onboarding, Finastra customers can achieve a time-to-market of under three months—helping them to stay ahead in a highly competitive sector."

He concludes: "We're keen to continue developing our partnership with Finastra in the years ahead as we help more banks and financial institutions adapt to the digital landscape. Together, we can empower banks to embrace online and mobile banking, deliver greater convenience, and offer secure and reliable solutions for their clients."

Torsten Pull, Chief Product Officer for the Lending Business Unit at Finastra, is in agreement, "One of the most pressing challenges for corporate banks is improving customer experience and it has become a legitimate differentiator in an increasingly

competitive environment. Onboarding is often clients' first impression when dealing with a financial institution, and will build trust and confidence that they're dealing with an efficient partner."

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***For this reason, we're delighted to work with i-exceed to make it incredibly easy for banks to create a consolidated onboarding process, syncing the flow of data to downstream products, and facilitating a seamless experience. We look forward to further building our partnership with i-exceed via our integration and innovation platform, FusionFabric.cloud, to benefit from i-exceed's experience and functionality in digital banking."***

**Torsten Pull**

Chief Product Officer, Lending Business Unit  
Finastra



## Contact us

### 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 top 100 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](https://finastra.com)

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