

TELLER MODERNIZATION FOR A PREMIUM SUPER REGIONAL BANK IN US

BFSI Consulting Group at SLK

The Bank was looking to redesign and build a next gen Teller platform as part of their business strategy of Business Transformation. They requested the SLK Consulting team to do an analysis into whether they should Build or Buy a platform. SLK conducted this analysis, came to a conclusion on the best way to move forward and executed on that strategy for the bank.



PROBLEM STATEMENT

- The bank was planning to redesign the teller solution as part of digital transformation
- Bank was exploring industry solutions as part of this (Argo, FIS)
- The Bank Leaned toward Buy as it was perceived to do “Magic”
- Off the shelf features including Regulatory compliance ready with minimal integration was the expectation

SLK’S SOLUTION

- ✓ SLK challenged the “Buy” solution and instead recommended modernizing existing Teller platform
- 💰 SLK did an independent assessment of teller solutions keeping mind business values, cost benefit analysis, TCO (Total Cost of Ownership) of Buy Vs. build options.
- 🧠 SLK demonstrated this with a Proof on Concept on Right-Fit Custom Solution that aligned with the Banks Digital Strategy
- 👉 Branch Image Capture, Session Based Transactions and Automation of Compliance/Regulations were implemented

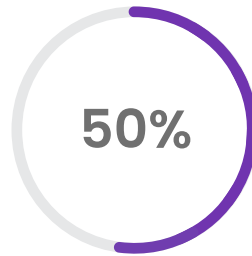


ABOUT THE CLIENT

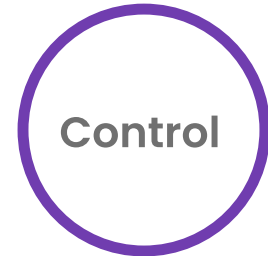
A major American Regional Bank based out of mid-west.



Bank Strategy



Cost savings
against 'buy' option



Regulatory and compliance
adherence

KEY TAKEAWAYS

The Bank partnered with SLK to enable an end-to-end modernization of their Teller system. Everything from conceptualizing of the best approach to move forward, to the overall execution of modernizing their existing Teller solution

- SLK partnered from conceptualization to value realization
- SLK's consulting team challenged the existing "Buy" approach from the Bank
- Demonstrated Proof of Concept
- Aligned with bank's Strategy
- Yielded 50% cost savings against the "Buy" Option

10 of the top banks from the MAAG group work with SLK's diverse pool of banking experts and technologists, enabling business leadership through thought leadership

