



Banking

Overview

Increase sales, mitigate risk, and improve performance. All three are drivers in the banking industry and have led banks to utilizing Business Intelligence (BI) tools to deliver solid results. Newcomp has considerable experience in the Banking industry, offering knowledge of best practices.

Challenges Faced by Banks Today

Maintaining & Improving Profitability

- Identify, target, cross-sell and retain the most profitable customers
- Streamline loan processing
- Gain detailed loan portfolio management & reduce credit losses
- Streamline paper/labour-intensive processes

Customer Attrition

- Perform better cross-sell analysis to the point of sale
- Analyze relationship between account fees and attrition
- Identify the customers to target with increased service
- Analyze loyalty & the effect of loyalty programs

Increasing Risks & Risk Regulation

- Real-time loan portfolio reporting
- Analyze credit-worthiness
- Report on risk exposure — by individual risk factor

Operational Performance

- Accelerate growth with planning
- Real-time information available on measures, including account/loan growth, and charge-offs
- Report on internal controls to address regulatory rules
- Tie performance back to individual incentives for loan/trust officers, and other bank employees

Newcomp | Linking Strategy to Results

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