Quantexa

CUSTOMER INTELLIGENCE

Corporate Banking

Enhance Client Experience, Deepen Relationships
and Accelerate Revenue Growth

$200m+
New revenue generated

50%
Increase in
conversion rates

90%
Reduction in time
to identify prospects

99%
Data matching accuracy

Are your Relationship Managers empowered by data?

Corporate Banking Relationship Managers and Business Development teams have the complex job of maintaining and growing complex client relationships whilst keeping up to date with a diverse product portfolio, an ever-changing business landscape and evolving client needs.

Banks have access to a vast amount of internal and external data that contain valuable insights into client profiles, behaviors and ecosystems to support these teams, but this remains an underutilized resource due to challenges with fragmented and poor-quality data, a lack of meaningful, actionable insights and suboptimal business adoption.

New AI-powered technologies are now unlocking the value of this data for corporate banks, providing front office teams with timely, high-value insights and driving proactive, personalized engagement with clients.

Unlock new insights that drive proactive engagement

Quantexa's Customer Intelligence Solution, powered by its AI-enabled Decision Intelligence Platform, helps Corporate Banks accelerate revenue growth, enhance client service and reduce costs. By connecting internal and external data, the solution creates a 360-degree, enriched view of clients, prospects and relationships. This includes generating corporate structures containing client and non-client entities, overlaying product holdings and utilization and mapping out payment and supply chain networks.

This provides a rich, trusted view for analytics and GenAI applications— unlocking new insights to deliver better client service and deepen relationships, and empowering customer-facing teams with a conversational interface to a contextual, comprehensive view of customers and their connections. For example, working capital needs can be predicted based on events impacting supply chain participants, and opportunities to increase wallet share in trade can be identified through enrichment with external data and analysis of counterparties. And Relationship Managers can ask questions about their clients in natural language such as:

Key benefits

Become client-centric and data-driven
Maximize the value from your data by using it to automate and augment decision-making across the organization.

Accelerate revenue growth
Uncover links to high-value prospects, identify new cross-sell and upsell opportunities and deepen customer relationships.

Enhance client experiences
Drive personalized and meaningful engagement with clients across channels based on a full and contextual understanding.

Increase productivity
Leverage AI-driven conversational interfaces to provide a rich, connected view of data, transforming the Relationship Manager experience and enhancing productivity.

"Which of my clients has the greatest exposure to car manufacturing companies in China?"

"Who are Company A's key suppliers? Which are already clients of the bank? Which are attractive prospects?"

Quantexa integrates seamlessly with your existing analytics and sales & marketing platforms to enable analytics teams with a connected view of data, streamline frontline adoption and maximize value from existing systems.

Customer Intelligence solutions that help you drive value from your data

Client 360
Connect internal and external data to create a holistic, trusted, 360-degree view of clients and their networks. The foundation for all Customer Intelligence use cases.

Cross-sell and upsell
Identify new cross-sell and upsell opportunities for e.g., trade, cash management and FX by analyzing customer behavior, hierarchies and supply chains to uncover emerging product and service needs.

New prospect identification
Generate a prioritized list of high-value, new client acquisition opportunities , including identification of warm referrals from existing customers and contacts.

AUM retention
Use a holistic view of client behavior, payments activity and external events to identify customers at risk of attrition and drive proactive engagement to retain profitable business.
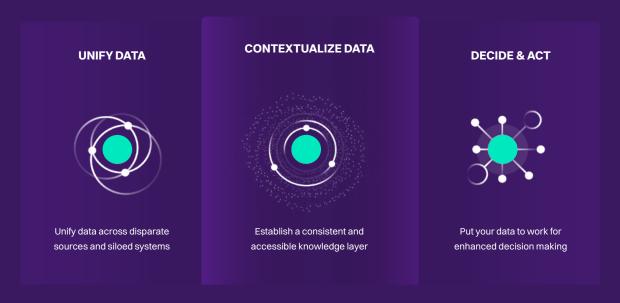
> "
> Thanks to you and the team for your help with unlocking these opportunities from my customer's network – it's made a real difference to us on the frontline, and I'm pleased to see tangible results so quickly!''
>
> Relationship Manager, Global Tier 1 Bank

THE QUANTEXA DECISION INTELLIGENCE PLATFORM
Activate Data. Augment & Automate Decisions.

UNIFY DATA

Unify data across disparate
sources and siloed systems

CONTEXTUALIZE DATA

Establish a consistent and
accessible knowledge layer

DECIDE & ACT

Put your data to work for
enhanced decision making

A platform that uses data and AI in context to bring humans and machines together for mission critical decision-making

Scalable
Scales to 60bn+ records and supports real-time decisioning

Open & extensible
Modular platform built on trusted technology

Trusted and secure
Granular security model and controllable access

Flexible deployment
Hybrid, cloud, on-premise ready where you need it

About Quantexa

Quantexa is a global leader in helping organizations unify, contextualize, and act on their data to apply solutions to the toughest challenges and greatest opportunities. Quantexa's Decision Intelligence Platform delivers critical capabilities to the world's leading organizations and government agencies, enabling them to use AI and make confident data-driven decisions to create digitally resilient organizations.

Learn how Quantexa is helping organizations in the private and public sectors tackle their toughest data challenges.

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