



# Exepno Performance Management

# BANKING PERFORMANCE MANAGEMENT SYSTEM

In today's fast-paced and competitive banking industry, it is crucial to be able to identify trends and make quick, informed decisions.

By utilizing a Cloud-based Data Warehouse, banks can gain access to accurate and timely information that is essential for making better business decisions.

While there are countless decisions to be made, they all ultimately boil down to answering three fundamental questions:





A vertical watercolor illustration on the left side of the page. It depicts a stylized building with a prominent vertical rectangular opening. The colors are warm, including yellows, oranges, and browns, with some cooler blue and purple tones. The style is soft and painterly, with visible brushstrokes and color blending. The building appears to be a modern structure with a large, dark interior space visible through the opening.

01

## **What are our customers' needs and how can we better serve them?**

Understanding customer needs and preferences is essential for making informed decisions about product development, marketing, and customer service. By analyzing customer data, banks can gain insights into what customers are looking for and how they can improve their offerings to better meet those needs.

02

## **What are the key performance indicators (KPIs) that are most important to our business?**

By identifying the key performance indicators that are most critical to the bank's success, banks can focus their efforts on the areas that will have the greatest impact on the bottom line. This may include metrics such as customer acquisition rates, loan default rates, or profitability by product line.

03

## **How can we identify and mitigate risks?**

Banks must constantly monitor and manage risk in order to protect themselves and their customers from potential losses. By analyzing data on past losses, credit scores, and other risk factors, banks can identify potential risks and take steps to mitigate them. This may include implementing new policies, products, or procedures to reduce risk or enhance the risk management process.



# Exepno Banking Performance Management System

BISEES's unique solution, Exepno Banking Performance Management System, is a comprehensive, pre-configured analytical platform tailored specifically for the financial industry. With our system, banks can easily adapt to shifting market conditions, track their performance, optimize their operations, and drive growth through financial and market share expansion. Utilizing our platform, banks can gain valuable insights into their operations, risk management, and customer relationships, allowing them to make data-driven decisions that drive success.

## ✓ Banking Business Model

Our platform is built on a cutting-edge banking business model, providing easy-to-use yet powerful solutions for critical areas such as data retrieval, monitoring key performance indicators, data visualization, reporting, and identifying underlying causes. At the same time, it addresses more complex banking requirements through the integration of advanced machine learning and artificial intelligence modules.

## ✓ On Google Cloud

It is Cloud-based to offer superior performance compared to traditional on-premises solutions, as it is built on powerful, scalable infrastructure that can handle large amounts of data. This means faster query times and more efficient data processing, leading to better decision-making and more effective business operations.

## ***BISEES Implements A Five-Point Methodology When Successfully Implementing Exepno Performance Management System.***

It is a powerful, all-in-one solution that empowers your bank to stay ahead of the competition. With its pre-packaged and ready-to-use features, your bank can easily adapt to the ever-changing market conditions, and operate more efficiently. The system allows you to leverage the insights into your operations, risk management and customer relationships to drive growth in terms of revenue and market share acquisition. It's an essential tool that enables your bank to make informed and data-driven decisions that can propel your business forward.

- ✓ Focus on the biggest Opportunities first
- ✓ Start with the Questions, not data
- ✓ Embed Insight to drive Action
- ✓ Keep existing capabilities while adding new ones
- ✓ Build the new analytics foundation according to an information agenda



# Why Exepno Performance Management?

Exepno Performance Management System can help your bank become more intelligent by embedding analytics to convert insights into actions. One of the key benefits of our solution for banking customers is the integration of our system with Google Cloud Platform (GCP) and Google Workspace. This integration enables your bank to take advantage of the cutting-edge technologies offered by GCP and Google Workspace, and thus, further enhance the performance and efficiency of your operations.

With the integration of Exepno Performance Management System and Google Cloud, decision-makers in your bank can access renowned GCP & Google Workspace's tools such as BigQuery for data insights, Google Doc, Google Reports, and Google Slides to further enhance their digital transformation in the banking sector. This allows them to make more data-driven decisions and increase their operational efficiency.

The Blueprints for Banking Performance Management System cover the following critical areas:





## Scalability

Google Cloud Platform allows for easy scalability of resources to handle large amounts of data, making it easy to adapt to changing data warehousing needs.



## Cost Savings

Using a cloud-based data warehouse can help to reduce IT costs by eliminating the need for expensive hardware and maintenance.



## Performance

Google Cloud Platform's infrastructure ensures fast query times and efficient data processing, leading to better decision-making and more effective business operations.



## Security

Google Cloud Platform provides robust security measures, such as encryption and multi-factor authentication, to protect customer data and ensure compliance with regulatory requirements.



## Flexibility

Google Cloud Platform allows for easy integration with other tools and services, providing the flexibility to work with the tools that best fit the needs of the organization.



## Collaboration

Google Cloud Platform enables easy sharing and collaboration on data across different departments and teams, allowing for improved communication and decision-making.

# Google Cloud **Modules**

By moving to a Exepno Performance Management, banks can reduce their IT costs significantly. They do not need to invest in expensive hardware or worry about the costs of maintaining and upgrading on-premises systems. Additionally, we offer a pay-as-you-go model, which means that banks only pay for the resources they use.

01

## **Data Extraction**

Data is extracted from various sources such as databases, logs, and files, using Cloud Dataflow. This data is then stored in Cloud Storage.

02

## **Data Transformation**

Dataflow is then used to transform the data using Apache Beam (or Cloud Dataflow) to clean, filter and transform the data, to fit the data model of the data warehouse.

03

## **Data Loading**

The transformed data is then loaded into BigQuery. BigQuery enables running SQL-like queries on the data, providing a flexible and powerful way to analyze the data.

04

## **Data Management**

The data is then indexed and cataloged using Cloud Data Catalog, making it easy to discover and understand the data across the organization.

05

## **Data Analysis**

Cloud Datalab is used to interactively explore, analyze, and visualize the data stored in BigQuery. It allows to run ad-hoc queries, build machine learning models, and create visualizations to gain insights from the data.

06

## **Automation and Scheduling**

Cloud Composer is used to schedule and automate the pipeline, ensuring that data is extracted, transformed, and loaded into the data warehouse at regular intervals.

07

## **Monitoring and Management**

Stackdriver is used to monitor the pipeline and to troubleshoot any issues that may arise during the process.



## Easy to integrate

No matter what type of core banking systems your organization currently uses, the Banking Performance Management System is a pre-configured solution that is designed to seamlessly integrate with your existing systems. This allows you to maximize the value of your data and gain deeper insights into your operations, risk management, and customer relationships. The system is tailored and optimized to work with a wide range of core banking systems, including those from leading vendors such as Finacle, T24, SAP, and more. This means that you can easily add the system to your existing technology stack, without the need for costly and time-consuming system migrations. The system is also designed to be flexible and customizable, so it can be easily adapted to meet the unique needs of your organization. With the ability to easily integrate with your existing systems, the Banking Performance Management System is an ideal solution for organizations looking to enhance their data exploration and insight capabilities.



Maximizes the value



Integrates seamlessly



Is flexible and customizable

# Financial Analysis

- ✓ Product Analysis
- ✓ Outstanding Analysis
- ✓ Account Balances
- ✓ Loan Analysis
- ✓ Investment Arrangement Analysis
- ✓ Insurance Product Analysis
- ✓ Structure Finance Analysis
- ✓ Liquidity Analysis
- ✓ Fund Maturity Analysis
- ✓ Non-Performing Loan Analysis
- ✓ Interest Rate Risk Analysis
- ✓ Credit Risk Analysis
- ✓ Debt Restructure Analysis
- ✓ Insurance Risk Profile
- ✓ Product Profitability
- ✓ What-if Analysis
- ✓ Branch Office Scorecards

# Customer Behavioral

- ✓ Transaction Volume Analysis
- ✓ Customer Interaction Analysis
- ✓ Customer Loyalty
- ✓ Branch Network Planning
- ✓ Branch Office Utilization
- ✓ Response Times
- ✓ Transaction Type Analysis
- ✓ Employee Productivity
- ✓ Channel Efficiency
- ✓ Trend Analysis
- ✓ Cash Flow Analysis
- ✓ Transaction History
- ✓ Liquidity Analysis

# Customer Analysis

- ✓ Campaign Analysis
- ✓ Cross Sell Analysis
- ✓ Customer Attrition Analysis
- ✓ Customer Behavior
- ✓ Customer Delinquency Analysis
- ✓ Customer Investment Profile
- ✓ Customer Profitability
- ✓ Channel Profitability
- ✓ Location Profitability
- ✓ Organization Unit Profitability
- ✓ IWallet Share Analysis
- ✓ Individual Customer Profile
- ✓ Involved Party Exposure
- ✓ Marketing Segmentation
- ✓ Market Basket Analysis
- ✓ What-if Analysis
- ✓ Branch Office Scorecards
- ✓ Up Sell Analysis
- ✓ Demographic Analysis

# Exepno Performance Management System

The Exepno Performance Management System is designed to provide a secure, efficient, and managed deployment of reporting, analysis, and performance metrics. With this system, you can gain a comprehensive understanding of your bank, allowing you to make informed decisions that improve operations, increase sales and drive profitable growth. One of the key advantages of this system is the emphasis on security and data association, which ensures that your data is protected and that you have a clear understanding of the relationships between different data sets. This means that you can trust the data you are working with and make informed decisions that are based on accurate and reliable information. Additionally, with integrated plans, the system is easy to deploy and manage, allowing you to focus on using the data to drive business growth, instead of managing the technology.

 Better Performance Monitoring Improved Data Analysis Streamlined Reporting Seamless Integration Increased Security Enhanced Data Association Managed Deployment Improved Collaboration





# Streamlining Decision-Making

## with the Exepno Performance Management System

The Exepno Performance Management System offers a seamless and integrated experience for monitoring, analyzing, and reporting performance data. This system allows all levels of management, from the CEO, CFO, and Treasury to front-line operation managers, to access and share critical information, which is more important than ever in today's uncertain economy. With EPM, decision-making is streamlined and improved, allowing for more efficient and effective use of resources. It also promotes collaboration across different departments and teams, enabling a more cohesive approach to decision-making and problem-solving.

A large, light blue dotted map of Ireland and the United Kingdom serves as a background. Two orange location pins are placed on the map: one in the west of Ireland and one in the south of England.

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