



BANKING PERFORMANCE MANAGEMENT

- Retail Banking**
- Commercial Banking**
- Insurance Industry**

- Executive Dashboards**
- Risk Management**
- Customer Centricity**

- Operational Efficiency**
- Financial Management**
- Workforce Analysis**

SKY BKPM Business-Ready Solution

A business-ready solution designed for Banking consisting of a strategic implementation roadmap methodology, a business KPI repository and pre-constructed performance management deliverables: scorecards, dashboards, analytics and reports

Highlights

- ☑ *Banking Business-Ready Solution for Performance management with built in business value*
- ☑ *Banking Strategic Roadmap for Performance Management: methodology, templates and best practices*
- ☑ *Support for Performance Management methodologies such as Balance Scorecard, Six Sigma*
- ☑ *Pre-defined Key Performance Indicators (KPI) and Key Risk Indicators for Banking (KRI)*
- ☑ *Built in business content and dashboard templates*
- ☑ *Pre-built Banking scorecards and guidelines to help you maximize the business value*
- ☑ *Leverage business best practices for Banking and Performance Management*
- ☑ *Many satisfied Banking customers across banks of all sizes and business areas*

The Challenge

At the highest level, banks are challenged with more innovative and intense competition from traditional banks and unconventional competitors, ever-increasing regulation, and a heavy reliance on interest rate movement and the overall health of the economy. To succeed, banks must execute better than the competition in several key areas:

- Customer Satisfaction and Loyalty - retaining profitable customers and expanding 'wallet share'
- Operation Efficiency - running the operations of the bank as efficiently as possible
- Risk Management - minimizing acceptable risks while still balancing the need for revenue growth
- Financial Management - strategic planning and budgeting for each business line, branch and operations center at the bank
- Employee Effectiveness and Retention - providing employees with the necessary training and tools for success, allocating resources properly and retaining valuable employees

The management of this disparate, complex set of challenges requires banks to be adept at setting and communicating strategy, planning to support the strategy, monitoring execution and continually updating the strategy and plans as market conditions change.

Our Approach

Sky Solutions is a leader in the implementation of Performance Management Solutions that allow banks to maximize success

SKY BKPM BUSINESS READY SOLUTION

SKY BKPM Strategic Roadmap Methodology

SKY BKPM KPI Repository

SKY BKPM Solution Framework

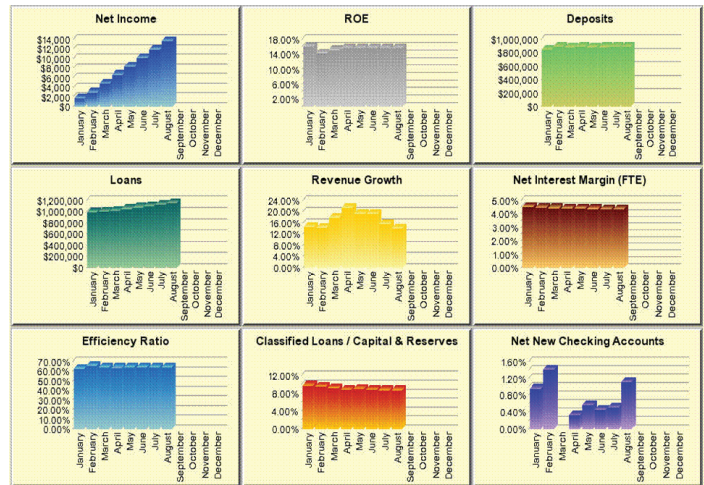
BANKING PERFORMANCE MANAGEMENT

with minimal risk. Sky combines all of the components necessary for successful and actionable performance management:

- Deep expertise in key performance management concepts such as strategy representations, key performance indicators and executive reporting
- Domain knowledge in the banking industry, including prebuilt solutions and a best practices repository of the KPIs used by banking industry leaders
- Unmatched technical skills and experience with implementing Cognos performance management products such as dashboards, scorecards, reports, alerts and forecasts
- Well-defined project management skills that result in on-time and on-budget projects

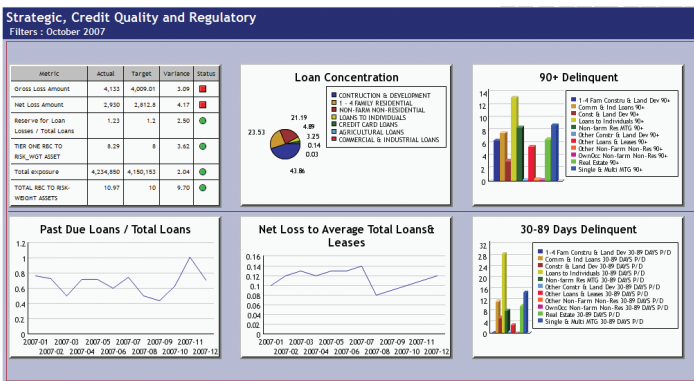
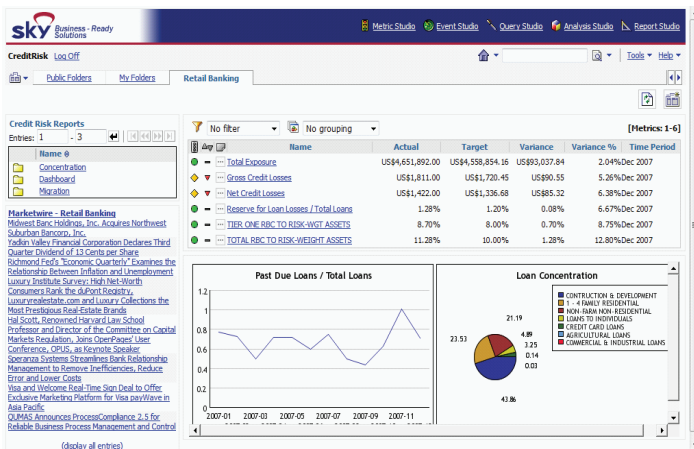
- Financial Performance
- Workforce Performance

- Templates for Executive Dashboards, Scorecards and Reports



Key Offerings

Sky Solutions provides numerous assets that maximize the value of your banking performance management project while minimizing time and cost:



- Credit Risk Business-Ready Solution - a pre-built performance management solution that includes dashboards, scorecards, reports and analysis for managing credit risk
- Repository of Best Practices KPIs in banking in several performance managements areas:
 - Customer Centricity
 - Operational Efficiency
 - Enterprise Risk Management

Benefits

Working with Sky Solutions will benefit your bank in several ways, some of which include:

- Guaranteed high Business Value
- Reduced cost and fast ROI
- Accelerated implementation
- ✓ Improved performance management at your bank, enabling higher Return on Equity, Return on Assets and Net Income
- ✓ Reduced risk due to a more complete and timely understanding of exposures
- ✓ Ability to leverage industry best practices in performance management, using Sky's pre-built assets
- ✓ Confidence that your performance management projects will be completed on-time and on-budget, and will deliver the value that you expect

Why Sky Solutions

Only Sky Solutions can offer you the complete package of performance management expertise, banking domain knowledge, pre-built banking assets, technical acumen, project management skill, and industry-leading partnerships that guarantee success.

Sky's success is evident by a long list of customers for whom we have exceeded expectations. Visit our website or contact us today for more information on how Sky Solutions can improve your bank's performance.

For more information
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