



# ACCENTURE BRILLIANCE

## VIDEO TRANSCRIPT

Digital has enhanced commercial banking by using sophisticated tools and methods to structure offerings and optimise prices. By capitalising on these advances, leading banks are gaining advantage. Those who still rely on manual systems, Siloed data, legacy technology, and fragmented workflows will find it difficult to keep up.

Accenture has partnered with Brilliance Financial Technology to help traditional banks take advantage of its DPX platform to optimise their people, processes, pricing and their profitability.

How do we do this?

Deal outcomes can be quickly modelled, and prices optimised leading to better conversations with customers. This in turn maximises profits, optimises capital, and supports the banks ESG strategy. Stakeholders and teams have a complete view of every deal across their bank's product portfolio, enabling a full picture of customer relationship. Every decision can be transparent, consistent, and made in real time.

The platform aggregates both internal and external data. It asks the right questions, to the right customers at the right times.

For banks that are serious about ESG readiness, DPX built it into their deal structuring, management and monitoring and rewards customers for good or improving ESG practices. They assess risk and prices upfront, accurately, and objectively.

The software integrates effortlessly into bank's CRM, origination, and core banking platforms whether it's Salesforce, Microsoft dynamics, PEGA, Thought Machine or any other solution.

This ensures seamless end to end visibility for every deal. The results are impressive, leading banks are seeing productivity up by 25% across portfolios. Deal close time is done 34%. Processing errors is down by 30% and crucially, margins are up by 10 basis point.

Powered by the promise of technology, and human ingenuity we're helping commercial banks to radically transform their origination and ESG operations. With intelligent pricing, they're not only maximising profitability in the short term, but they are also creating 360-degree value now and into the future.

Let there be change

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