

ACCENTURE AND nCINO:



**COMMERCIAL
LENDING
THROUGH A
NEW LENS
AT SUNTRUST**

VIDEO TRANSCRIPT

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[00:00:01] MARK CHANCY: Like every aspect of your life as an individual, you want things done quickly. You want to have connectivity every second along the path towards the completion of a given transaction. Our day-to-day activities across every aspect of SunTrust provide information and tools to support our clients taking a step on their journey towards financial well-being.

[00:00:23] KEN MEYER: The global economy ultimately has created a bunch of challenges for financial services specifically. It's more important than ever now to connect with your customers and really make them part of your business process. They want to know where they stand. They want a quick answer. They want to know what they have to do next in order to get what they need.

[00:00:43] CHRIS SCISLOWICZ: The future of banking is now. Accenture views speed as the price of admission and that translates into business. Businesses expect to get their money faster. They expect decisions faster and nCino's enabled that, and we've enabled SunTrust to take that to their clients.

[00:00:56] JARED RORRER: What nCino brings to the table is fundamentally different from other software providers we've seen in the commercial lending space. Speed is absolutely important. Speed plus transparency is what really drives the value proposition with nCino.

[00:01:10] MARK CHANCY: We need the tools, the technology that will allow us to be able to engage our clients as we initiated transaction all the way through close.

[00:01:17] PAM KILDAY: Speed, efficiency and seamlessness is very important to our customer base. We look at speed as a new business currency. We wanted a partner that had the same values as SunTrust; nCino views the world the same way.

[00:01:34] KEN MEYER: The nCino system benefits us because it allows for tremendous transparency and the ability to have one source of truth as we move through the origination process.

[00:01:42] PAM KILDAY: nCino gave us the opportunity to look at commercial lending in a very new lens.

[00:01:48] JARED RORRER: Accenture's role is to help enable a cultural shift and taking software to solve long-term problems, but empowering business leaders to use software in a way that drives the value.

[00:02:00] CHRIS SCISLOWICZ: Accenture helped drive adoption of nCino at SunTrust by empowering a SunTrust executive and empowerment is not just about empowering you in individual decisions for the project. More importantly it's about ensuring that the bank is positioned to own the solution once the project is done. It's not just about the 12-month implementation cycle. It's about being able to make this solution work for you for years to come.

[00:02:25] MALE SPEAKER: nCino has delivered against every commitment that they've made to us on time and with very high quality.

[00:02:34] PAM KILDAY: Accenture stood tall. nCino stood tall and the bank stood tall, and we just look at the future as being very, very bright.

[00:02:41] MARK CHANCY: We will become the premiere organization by exceeding our clients' expectations and working together as one team and that team includes nCino.

[00:02:50] KEN MEYER: Along with partners like nCino and Salesforce we can set the bar for how to really make a difference and add value for our customers.