

Ajira SPM Suite

Solutions for Banking



Today's banking industry is intensely competitive and your enterprise must develop to maintain a competitive edge. You must deliver your services and products, whether corporate or residential, better, faster, and more economically than your competitors. You must differentiate your services and products from those of your competitors'. To satisfy customers, you must provide consistent, reliable and rapid service.

Banks may run their business processes in-house or outsource them, but process effectiveness is just as important as efficiency. Companies need to ensure that processes are executed as well when outsourced as in-house. In today's world, competitors are constantly trying to make their products and services faster, cheaper, and better. The quest to make business processes faster, reliable, efficient, and effective begins with measurement and reporting.

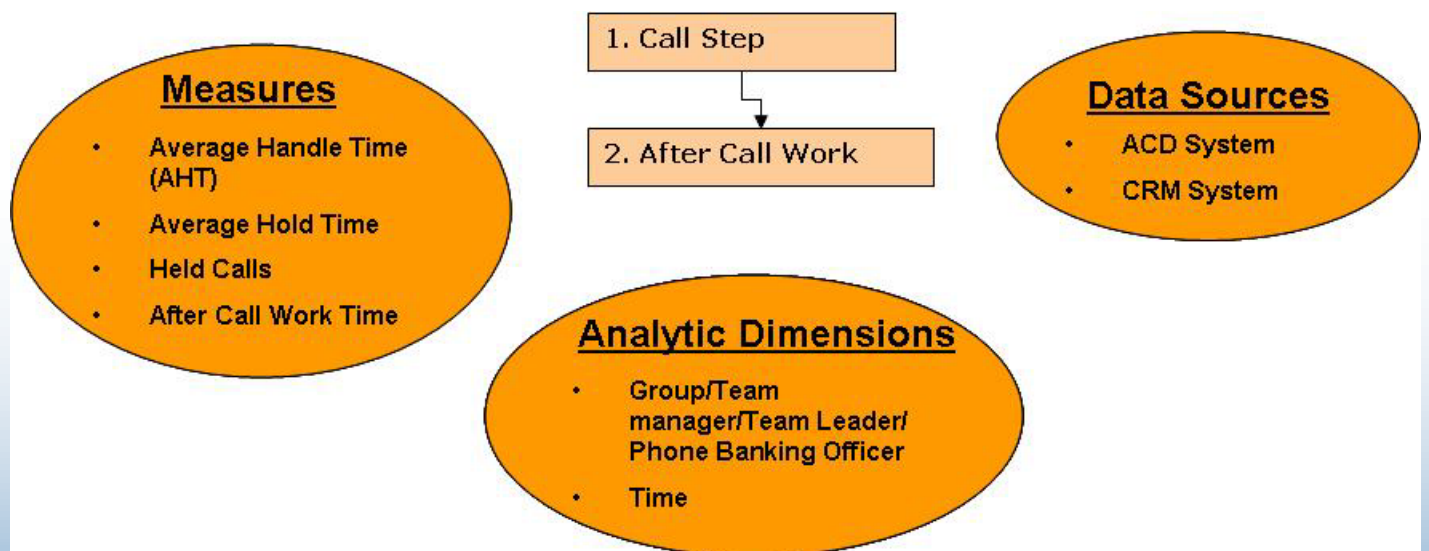
Competitiveness - Stay competitive by providing Banking services that are measurable, consistent, reliable and rapid, whether delivered by internal departments or third-party suppliers

- Efficiency and Effectiveness - Monitor and fine tune your service processes to make them efficient. Address customer satisfaction issues quickly.
- Continuous Improvement - By monitoring your service processes continuously, identifying bottlenecks on an ongoing basis and addressing them promptly, pave the way for continuous improvement.
- Enhanced Quality Control - Use Six Sigma analysis and other statistical tools provided by the Ajira SPM suite to enhance your quality control efforts.
- Cost Savings - Constantly evaluate your service processes and eliminate unnecessary and redundant steps, saving you time, resources and money. This is perhaps the best return on investment (ROI) you can provide your business.
- Certification Efforts - Use Ajira SPM Suite to monitor and capture 100% of Banking transaction information, and perform trending and document process improvement efforts effectively. Many certification efforts such as ISO 9000 and COPC (Customer Performance Operations Center) may be accelerated with the use of Ajira SPM suite.



The Challenges

- Ensuring consistent, reliable and rapid end-to-end service process performance when dealing with corporate or residential customers.
- Monitoring process execution in real time and stepping in to take corrective action when KPIs are off track.
- Obtaining clear insights into efficiency and effectiveness bottlenecks and addressing them.
- Minimizing the effects when external service partners providing services like Check-printing or Customer Support perform inadequately.
- Making processing cycles, lead times and costs meet or exceed internal or industry benchmarks.
- Ensuring the collection and storage of process transaction information, trending data and process improvement effort reports, for certification efforts such as ISO 9000, and COPC (Customer Operations Performance Center).
- Providing Continuous Process Improvement, Lean and Six Sigma efforts with consistent, reliable and on-going KPI intelligence about the business process. Optimization of a business process starts with an accurate AS-IS picture of the process in terms of KPIs compared to Service Level Agreements (SLAs), Internal or Industry Benchmarks.



THE AJIRA SOLUTION

The Ajira Service Process Management (SPM) Suite is a software product that addresses the above challenges effectively. It offers the following capabilities:

- **Process Modeling, Monitoring and Messaging** - The Ajira Process Modeler component of the Ajira Service Process Management (SPM) suite can model the back-office processes executed in terms of Key Performance Indicators (KPIs), monitor them in real time and compare them to Service Level Agreements (SLAs) or Industry Benchmarks. If certain process steps or KPIs are out of step, the SPM can send e-mail alerts or provide constantly updated web-based real-time reports to the appropriate people

- **Process Reporting and Analytics** - The Ajira Process Analytics module of the Ajira SPM suite helps create two major types of reports - Graphical and Slice and Dice Pivot Table Reports. Graphical reports can be Dial Charts, 2-D or 3-D Graphs, Dashboards can be created out of the Dial Charts and Graphs. Standard reports and trending graphs can be emailed automatically at pre-specified intervals, or posted on an intranet as HTML reports. You can also generate ad-hoc reports for any duration of interest. Pre-built report templates and analytics reports help you get a head start on creating or tailoring the reports that are useful to you. You may be interested in tracking and following how many customer calls were closed within say, 24 hours-- during the last 3 days, last week, last month or last quarter. Or you might want to know how calls went between the 1st and 15th of this month as compared to the 1st and 15th of last month. The Ajira SPM Suite can help you find out.

- **Slice-and-Dice Reports** - You may be interested in analyzing your process teams in case they need additional personnel, or you might want to know, based on performance, which of your agents needs additional training. The Ajira SPM Suite helps you perform Multi-Dimensional Analysis on the performance of your back-office processes, data processes, and even very fine-grained analyses.

- **Six-Sigma, Lean, Continuous Process Improvement Analyses** - The Ajira SPM Suite helps you in your current or new Six Sigma efforts, especially in providing the necessary data for the analysis and improvement of service processes. Six Sigma, Lean and Continuous Process Improvement efforts benefit from actual data gathered from business process operations, rather than assumptions and simulation.



