



In Mumbai, one of India's largest public sector banks provides open account-based financing to their corporate customers' buyers and suppliers through Aurionpro's Financial Supply Chain Portal

A large public sector bank in India

Connecting corporate customers with their business partners through fscmPro

Challenge:

- Connect corporate customers with their suppliers/buyers
- Provide invoice presentment and payment services
- Offer just in time financing programs to participating business partners

Solution:

- Implementation of the Financial Supply Chain module (fscmPro) of Aurionpro's iCashPro product suite
- Enablement of relationship-driven financing programs for corporate customers' buyers and suppliers
- Implementation of host-to-host integrations to enable high speed data transfer

Results:

- Increased corporate customer business through offering of FSCM capabilities
- Improved corporate customer loyalty & satisfaction
- Increased processing efficiencies
- Enabled auto-reconciliation of payments and invoices

A leading public sector bank in India, with 2,800 branches and over 4,100 ATMs, is playing a proactive role in the economic growth of India through its innovative products and services across multiple channels. As part of its growth and customer acquisition strategy, it was identified that a technology platform which would enable their corporate customers to connect directly with their buyers and suppliers would be hugely beneficial. This system would enable the parties to interact and transact with each other across functions including account financing, invoice presentment, and invoice payment services. Automated features would enable incredible efficiencies and productivity and would provide a unique set of features to the bank's corporate customers.

The bank, which is listed on the Forbes 2000, selected Aurionpro's iCashPro product suite, which includes the Financial Supply Chain module called fscmPro, to provide the desired capabilities. This innovative program was the first to provide host-to-host connectivity with their customers' ERP systems for invoice financing, which in turn enabled the bank to win the business of one of the largest automobile manufacturers and its dealers. The solution has been an overwhelming success and has achieved processing efficiencies and concrete business value to the bank's corporate customers.

For more information, contact:

info@aurionpro.com
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