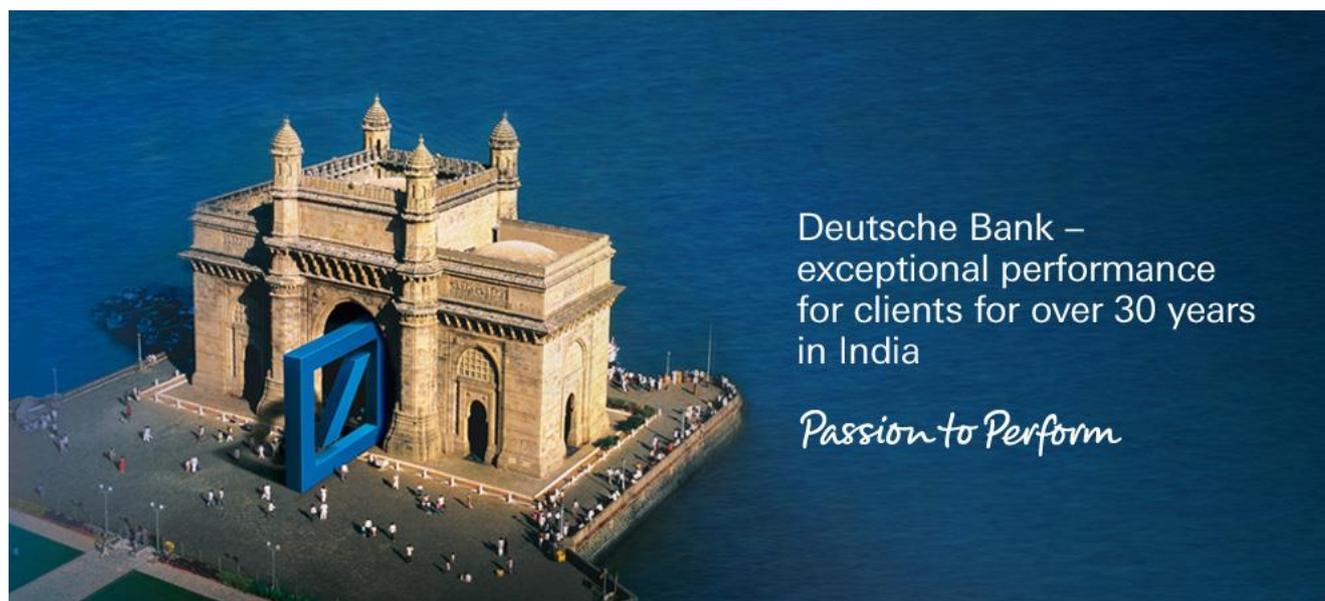


Case Study | Deutsche Bank AG implements Nelito Systems' FinCraft™ Term Deposits



Deutsche Bank is a leading global investment bank with a strong and profitable private clients franchise. A leader in Germany and Europe, the Bank is continuously growing in North America, Asia and key emerging markets. With more than 78,000 employees in over 70 countries worldwide, Deutsche Bank offers unparalleled financial services throughout the world. The Bank competes to be the leading global provider of financial solutions for demanding clients creating exceptional value for its shareholders and people.

Deutsche Bank in India is a fully integrated financial services provider to Indian corporate, institutional and individual clients. Our services include on-shore investment banking, institutional equities broking, asset and private wealth management, retail banking and business processes outsourcing.

Key facts

- **Bank:** Deutsche Bank AG
- **Company Strength:** 78,000
- **Customers:** Over 500,000
- **Assets:** \$10 Bn
- **Supplier:** Nelito Systems
- **Solution implemented:** FinCraft™ Term Deposits

To serve its Indian Corporate customers, Deutsche Bank wished to develop and implement Term Deposit Solutions which could be further enhanced for use in its overseas operations. For this it reached out to Nelito Systems Ltd which has more than two decades long expertise in Solutions Design and Implementation for Banking Industry worldwide.

Nelito Systems Ltd. is an Indian financial technology company, that provides software technology solutions and services for Banking, Financial Services, Micro-Finance and Government verticals globally. Formed in the year 1995, Nelito has over 400+ Banking Clients and 25+ Microfinance and Non-Banking Finance Clients in 19 countries across 4 continents.

Deutsche Bank approached Nelito with a set of requirements. Some of the key ones were:

- Opening of Deposits (Term Deposits, Earn more Deposits, Floating rate deposits. These deposits are currently linked to MIBOR - Mumbai Inter Bank Offered Rate based deposits)
- Modification of Deposits, Extension of Deposits, Liquidation/Pre-settlement of Deposits, Settlement of Deposits and Closer of Deposits.
- Interest Application (Calendar based and Account Open basis).
- Pay outs of Interest and Principal at the time of Settlement / Pre settlement,
- Pre-mature Redemption,

- Applications and Collections of Charges & Penalty
- Supports Collection of Tax at the events like Interest Accrual, Interest Pay out
- Renewal and Auto Renewal of Deposits
- Marking Lien (Auto / Manual), Block / Un-block the Deposits.
- Printing Memo and Periodic generation of various Advice's and Alerts for all applicable events.
- Additionally, User-Role based transactions Dashboard for ease in Operation and Quick delivery of services.
- Reports – Internal reports, Statutory reports and Finance reports (approx. 54)

Some of the implementation highlights were;

- Scope finalization was done within 90 days. For this a detailed study was undertaken involving all the stakeholders of this project
- A dedicated Test environment was created at Nelito's development centre
- Complete data migration from legacy as well as other data sources carried out within 3 months
- All documentation created as per Deutsche Bank Standards
- Project was audited and certified by KPMG
- Go-live within 12 months in all branches across India
- Technology: MVC 5, ASP.Net, MS SQL 2012, IBM MQ Messaging Service

Following benefits were achieved by Deutsche Bank with Nelito's FinCraft Term Deposit solution;

- **Configuration flexibility:**
 - TDS parametrization, defining new schemes, Interest rate maintenance, easy to configure new Branches
- **Better Services:**
 - Deutsche bank now provides better and innovative service to their corporate customers using the solution. E.g. Automatic email communication to customer
 - The bank can design and offer better schemes quickly for its customers using the solution resulting in better GTM (Go to Market) strategies
- **Better Operations:**
 - Overall TAT (Turnaround Time) for the complete TDR process has been reduced significantly resulting in faster operations. E.g Manual overheads like rate clash, ALCO management are now automated, As on date reports, Centralized operations through FinCRAFT deposit application
- **Better and Faster decision:**
 - Better MIS reporting from the solution has led to faster and accurate decision making
- **Ease of compliance:**
 - The regulatory reporting module has helped the bank in meeting its compliance requirements in an efficient manner