

How to drive significant improvements in cash management revenue



Bank-level modeling

Infor™ can help your organization enhance revenue from commercial treasury services. Banks that we've partnered with have achieved:

3–12%

increase
in top-line revenue

40%

reduction
in revenue leakage

50%

improvement
in process efficiency

You need a tool to forecast yield and optimize capacity planning. With our support, you can confidently approach your next pricing event, backed by predictive insights. Test scenarios against known outcomes and leverage in-depth analysis to uncover opportunities for substantial revenue growth.

Here's how your financial institution can boost cash management revenue:



Maximize revenue with Infor's bank modeling tool

Infor's bank-level modeling tool extracts select data from your production system to create a tailored sales plan and forecast for measurable improvements.

Many banks use outdated pricing, with some contracts over a decade without review. This leads to significant revenue leakage, especially among your most valuable customers, who may deliver suboptimal margins. Infor's bank-level modeling tool works with any pricing system to address these challenges and drive results.

With Infor's bank-level modeling tool, you can:

- Use advanced analytics for smarter, data-driven decisions
- Simulate pricing updates across your organization and for individual clients
- Enhance customer engagement and lifetime value
- Design incentivized pricing strategies to drive desired customer behaviors
- Boost customer satisfaction with accurate and transparent billing



Rationalize relationship pricing

Having the correct information at the right time empowers your relationship managers to make informed decisions that optimize service and profitability. Your revenue management and billing system should provide clear customer or account profitability insights. This includes guidance on pricing a customer's entire business, assessing their risk, and predicting their potential profitability. To be successful, you need to evaluate the customer's entire relationship—including credit, deposits, and lending portfolios—to design pricing that reflects their overall value to the bank.



Pursue digital transformation

Financial institutions need agility, responsiveness, and a forward-thinking approach. By viewing digital transformation as an ongoing journey, you can confidently create a path to efficient growth and market security.



Select the right technology for success

Annual pricing events are critical to a successful cash management revenue strategy. Traditionally, banks have relied on complex spreadsheets or developed custom solutions in-house that only address narrow needs.

Choosing an industry-driven, comprehensive vendor solution is key. The right technology can transform your bank's cash management revenue uplift into a powerful tool for increasing revenue, managing risk, forecasting demand, and cutting costs. Consider adopting a new bank modeling tool to position your bank for future revenue growth and stable client relationships.

About Infor

Infor is a global leader in business cloud software products for companies in industry-specific markets. Infor builds complete industry suites in the cloud and efficiently deploys technology that puts the user experience first, leverages data science, and integrates easily into existing systems. Over 67,000 organizations worldwide rely on Infor to help overcome market disruptions and achieve business-wide digital transformation.

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Boost cash management revenue with Infor CBS bank modeling tool

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