

Case study

# Siemens Bank speeds commercial lending time-to-market with Misys



“I believe that our new IT landscape, supported by Misys FusionBanking Loan IQ, helps us seize new opportunities faster and run a highly efficient, profitable bank.”

**Dr. Peter Rathgeb**  
CFO  
Siemens Bank GmbH

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# At a glance

## Products

- Misys FusionBanking  
Loan IQ

## Partners



“Our partnership with Misys and Finbridge has been key to the success of this project. We were able to deploy FusionBanking Loan IQ in just nine months, without any issues.”

### Axel Schulte

Head of IT  
Siemens Financial Services

## About Siemens Bank

Established in 2010 as a wholly-owned subsidiary of Siemens AG, Siemens Bank GmbH forms part of the Siemens Financial Services unit. The bank acts as an independent company, and its clients primarily include companies, special purpose entities and public-sector debtors.

## The challenge

While the original IT landscape at Siemens Bank was well-suited to meet its initial business demands, the bank found that steady growth introduced new requirements. Following an IT architecture analysis in 2012, Siemens Bank identified a number of areas for potential improvement, mainly in the areas of loan administration, reporting (regulatory, financial and business) and customer data administration. In addition, the bank wanted to shorten the time-to-market and reduce implementation costs for new products.

## The solution

Siemens Bank selected Misys FusionBanking Loan IQ as its core platform for credit and loans management, providing streamlined workflows and highly efficient operations. Implemented with assistance from Finbridge, a Misys Select Partner, FusionBanking Loan IQ is closely integrated with a new General Ledger solution, as well as data warehousing and business intelligence systems. The bank can now perform advanced business analytics based on accurate, near real-time data, helping to optimise the management of loan portfolios throughout the loan lifecycle.

## The result

By working closely with Finbridge and Misys, Siemens Bank has gained a robust, integrated platform that will support the bank as it continues to grow. Siemens Bank benefits from a comprehensive, workflow-based IT architecture that has accelerated processes and improved reliability. The bank can now satisfy regulatory and business reporting demands much faster than before, using high-quality data from Misys FusionBanking LoanIQ in conjunction with a new business intelligence (BI) platform.

[finance.siemens.com](http://finance.siemens.com)

“Siemens Bank selected Misys FusionBanking Loan IQ because it is the best solution in the structured loan space that we have seen.”

**Bernd Dotzer**

Head of IT Management  
Siemens Bank GmbH

## Siemens Bank has transformed commercial lending, introducing FusionBanking Loan IQ and consolidating systems to deliver greater transparency, automation and integration

### The challenge

Established in 2010, Siemens Bank's core activity centres around a loans and guarantee business. As its business grew from strength to strength, the bank looked to establish a new core banking architecture, capable of satisfying multiple business demands rapidly and reliably.

Michael Kiel, Senior Demand Manager at Siemens Financial Services, takes up the story: “In 2012, we conducted an IT architecture analysis, which looked at the strengths and weaknesses of existing systems and processes. Our aim was to determine which parts of our IT landscape still met our needs, and which parts could be improved upon, so that we could deliver better, faster services for the business.”

Based on the results of this analysis, Siemens Bank issued a request for proposals (RFP) from several vendors, including Misys.

### The solution

Bernd Dotzer, Head of IT Management at Siemens Bank GmbH, comments: “Siemens Bank selected Misys FusionBanking Loan IQ because it is the best solution in the structured loan space that we have seen. All of the bank's departments were involved in the selection process, and the support for FusionBanking Loan IQ was overwhelming.”

Following a recommendation from Misys, Siemens Bank partnered with Misys Select Partner Finbridge to help guide a smooth implementation.

Michael Kiel says: “Initially we hadn't considered taking on a separate implementation partner, but Finbridge made such a good impression on us right from the start. The team from Finbridge was willing to collaborate closely with Misys; they also had excellent technical know-how and understood the business very well.”

Siemens Bank was able to steer a successful implementation thanks to clear prioritization of the project by senior management and an integrated and comprehensive project approach which ensured the involvement of all stakeholders from the beginning and throughout the entire project.

Axel Schulte, Head of IT at Siemens Financial Services, notes: “Our partnership with Misys and Finbridge has been key to the success of this project. We were able to deploy FusionBanking Loan IQ in just nine months, without any major issues and at a very manageable cost. This was largely due to the functional maturity of the Misys solution.”

### Comprehensive coverage

Siemens Bank migrated all loans to the FusionBanking Loan IQ platform within its planned timeline. In addition, the bank has introduced the Advanced Collateral Management module for Loan IQ, which allows users to create, track and analyse collateral and guarantees, along with a reporting solution, based on IBM Cognos Business Intelligence software.

Bernd Dotzer states: “Misys FusionBanking Loan IQ has been an excellent fit for Siemens Bank – the solution has solved many of the challenges we face in the credit and loans business. We now have one environment supporting all commercial lending operations; from the entry of a customer into the system to the pay-out of loans and regulatory reporting, each and every process is controlled by our new, centralised IT architecture.”

Michael Kiel adds: “We needed a scalable solution that covered a wide range of product types and FusionBanking Loan IQ has certainly met that requirement. The solution offers a huge breadth of capability and covers around 80-90% of the products we manage. In addition, it integrates well with other systems, helping us create a seamless environment.”

## Misys FusionBanking Loan IQ helps Siemens Bank drive profitable growth, enabling the bank to launch new products and facilities faster than ever before

“Misys FusionBanking Loan IQ is now the central loan platform of the bank, serving as the basis of all business reports that we provide to our partners and customers.”

**Dr. Peter Rathgeb**

CFO  
Siemens Bank

### Speeding time to market

Moving to a unified commercial lending platform and introducing greater process automation has significantly reduced the time taken to introduce new banking products and set up deals.

Siemens Bank benefits from seamless management of loan trading facilities from front to back with efficient, automated workflows that integrate closely with all system components.

Dr. Peter Rathgeb, CFO of Siemens Bank, states: “Misys FusionBanking Loan IQ is now the central loan platform of the bank, serving as the basis of all business reports that we provide to our partners and customers.”

Bernd Dotzer adds: “Technology systems are now well integrated with each other, helping the bank to better control process costs and to minimise operational risks.”

### Increased accuracy and agility

FusionBanking Loan IQ provides a single, real-time view of all transactions throughout the loan lifecycle, supporting more agile decision-making.

The entire platform’s tight integration with data warehousing and business intelligence environments, as well as live market data feeds, allows staff to rapidly and reliably access all the information needed to process loans, understand company performance and comply with reporting requirements. This has been one of the key results of taking an integrated approach to the system implementation.

Dr. Peter Rathgeb concludes: “A clear prioritization of our project activities together with short and fast decision processes are from a cultural perspective the key elements for this really successful project. I believe that our new IT landscape, supported by Misys FusionBanking Loan IQ, helps us seize new opportunities faster and run a highly efficient, profitable bank.”

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### About Misys

Misys is at the forefront of the financial software industry, providing the broadest portfolio of banking, capital markets, investment management and risk solutions available on the market. With more than 2,000 customers in 130 countries our team of domain experts, combined with our partner eco-system, have an unparalleled ability to address industry requirements at both a global and local level. We connect systems, collect data and create intelligent information to drive smarter business decisions. To learn more about how our Fusion software portfolio can deliver a holistic view of your operations, and help you to solve your most complex challenges, please visit [misys.com](http://misys.com) and follow us [@MisysFS](https://twitter.com/MisysFS) on Twitter.

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