

IMPROVE ROE WITH BETTER CREDIT RISK PRACTICES

Many times, the first question companies ask BI software vendors is “can I export the data to a spreadsheet?” But this is the wrong question to ask. Every employee who captures data from a source system and puts the data into spreadsheets to capture valuable insight is not only doing unnecessary work, they are locking the real insights on their desktop or sharing them in a static, inflexible way.

All Financial Services companies have pockets of Subject Matter Experts (SMEs), and the common denominator is that they have both the mastery of the data generated by the source systems and an understanding of the key performance drivers of their business.



Why Business Intelligence (BI) users are suffering today

Unfortunately, data rarely exists in one single place or in a single format. This means these valuable people are spending time on aggregating, consolidating, and reconciling the information that they produce, creating an environment that proliferates offline, non-compliant data sets outside of the confines of a properly controlled and governed environment.

If the people that know the data and know the business are wasting time using antiquated tools, then rest assured, these organizations are suffering because the true value of their mastery is under-utilized. To make matters worse, the regulatory environment has intensified exponentially in the last five years which has created additional pressure points and often results in additional pockets of SMEs.

When it comes to maximizing profitability and minimizing risk, it's important to keep in mind three important user groups to eliminate this waste and optimize your resources:

Business Unit Management

Business Managers including Sales, Credit, Operations, and Finance teams often report results with different conclusions from the same source data. This creates a distraction and shifts the focus to the integrity of the data, rather than driving actionable intelligence that aims to increase profitability and reduce risk.

Corporate Risk Management

Risk Managers are concerned about their organizations' data management capabilities. According to findings in Deloitte's 2013 Global Risk Management survey, “Less than one-quarter of institutions rated their systems as extremely effective or very effective in data management/maintenance, data process architecture/workflow logic, or data governance.”¹

¹. http://www.deloitte.com/assets/Dcom-UnitedStates/Local%20Assets/Documents/us_fsi_aers_global_risk_management_survey_8thed_072913.pdf

Regulatory, Compliance and Internal Audit

Regulatory, Compliance, and Internal Audit Managers are dealing with a multitude of regulations relating to data management that have been introduced, including Sarbanes-Oxley, SEC-17a, Basel III, Solvency II, and BCBS 239 (Risk Data Aggregation).

These user groups should have access to an enterprise-ready solution with the capacity and track record of making transformational improvement across an organization's data workflow. Enable SMEs with the right platform and watch as they develop into Data Scientists, free to focus on supporting the Sales, Credit, and Operations teams to improve revenues, increase operating efficiencies and minimize risk.

The question "can I export the data to spreadsheets?" is now disregarded and replaced with "can the software solve the challenges identified above and refocus these user groups on value-added activities?"

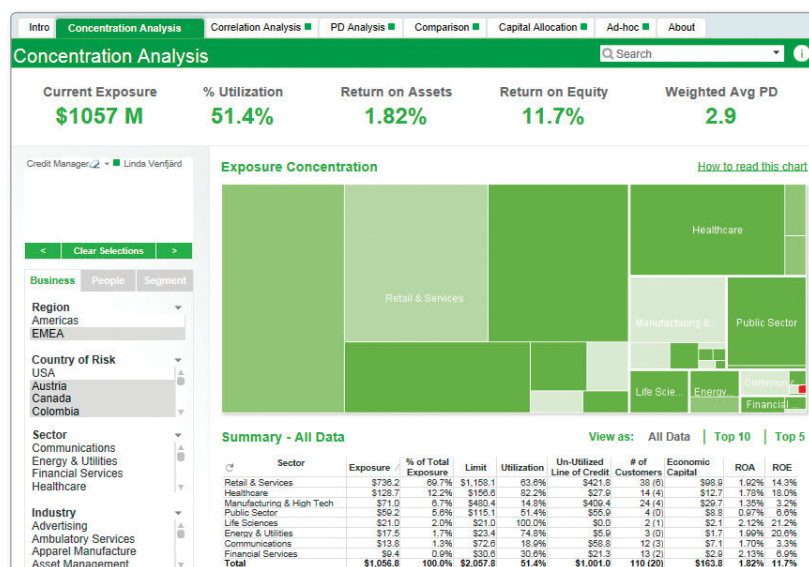


Figure 1: Utilize QlikView to manage the risk/reward equation of your financial institution. This application can be downloaded from demo.qlikview.com along with many other Financial Services specific applications.

ABOUT QLIKVIEW



QlikView is the leading Business Discovery platform, delivering true self-service BI that empowers the business user by driving innovative decision-making.

Contact your QlikView representative to schedule a discussion and live demonstration related to this solution area. Visit us at: <http://www.qlikview.com/us/explore/solutions/industries/financial-services>