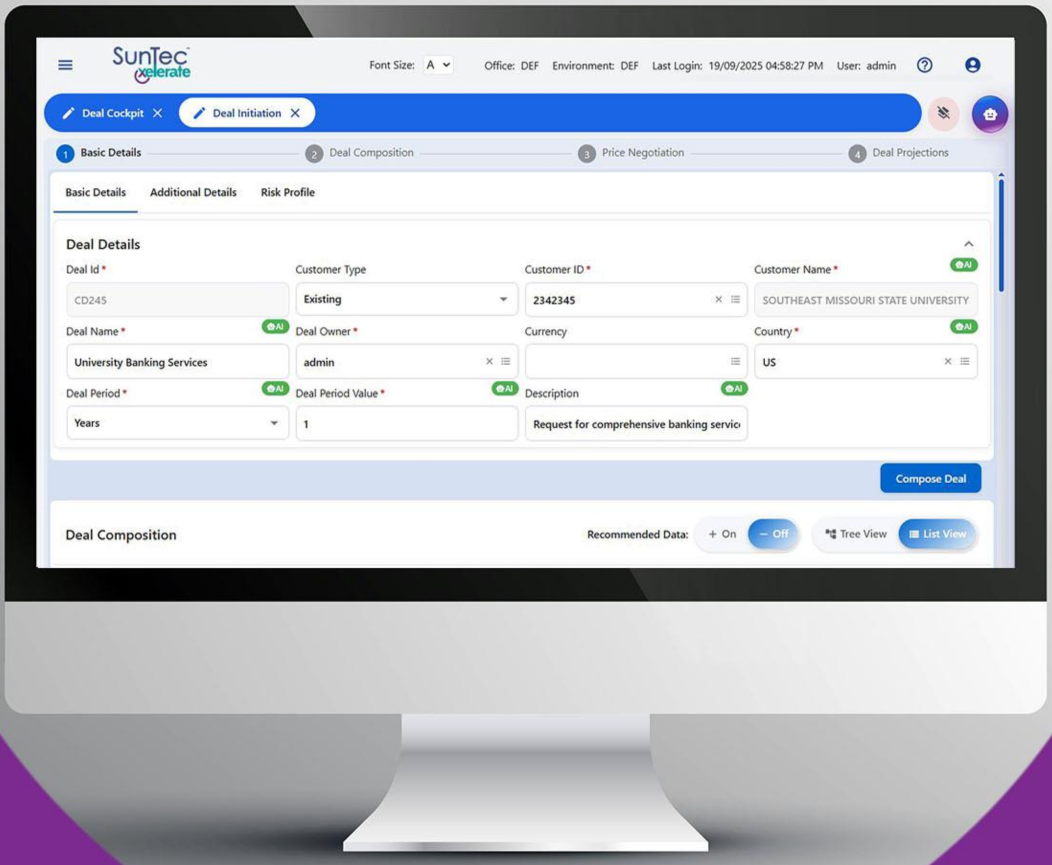
SunTec®

SunTec Xelerate Deal Management

Agility and Intelligence in Every Deal

www.suntecgroup.com



In today's corporate banking world, structuring a deal is far more than finalizing a price—it's about uniting product, pricing, legal, and customer functions across a single integrated journey. And in an environment shaped by complexity, scale, and high customer expectations, traditional systems fall short.

SunTec Xelerate Deal Management empowers modern banks to seamlessly orchestrate end-to-end, multi-product, cross-functional, global deals in real time. It breaks down internal silos, enabling precision, profitability, and speed at scale.

Now experience a leap in autonomy, intelligence, and control. Simulate, configure, and roll out highly tailored deals across global and local contexts, all from a unified platform.

Why SunTec Xelerate?

AI Augmented:

Intelligence infused at every deal stage

- Unprecedented automation and intelligence in your deal creation process
- Reduce the time to respond to customer RFPs from weeks to days
- Make every deal count by eliminating manual errors and reducing pricing oversights
- Enhance relationship management with data-driven insights
- Simulate complex scenarios with AI to win against competition

SunTec™ xelerate

Business-Led Control:

Manage global deals with local variations and unified oversight

Market Intelligence at Your Fingertips:

Access real-time deposit rates, pricing, and competitive insights

Capabilities That Drive Value Across the Deal Journey

Opportunity Triggers and Proactive Deal Initiation

- Anticipate client needs using industry trends, news, peer benchmarks, and rate changes
- Identify cross-selling opportunities through advanced analytics on performance and transactions
- Leverage real-time behavioral insights across digital touchpoints for hyper-personalized pricing

Straight-Through Deal Processing

- Transform the deal journey from RFP to approval with AI-driven automation, intelligent insights, and built-in compliance
- Eliminate bottlenecks, empower sales teams, and deliver competitive deals at speed

Specifically, our product can help with:

Customer Analysis

- Instantly evaluate client history, relationship value, and preferences to understand behavioral patterns
- Provide hyper-personalized insights that make every proposal more compelling

Product Selection

- Recommend the most relevant product and service combinations
- Match solutions precisely to client requirements for higher win rates
- Ensure complete coverage and maximize cross-selling opportunities

Price Optimization

- Calculate competitive yet profitable pricing structures in real time
- Leverage conversational AI to run what-if simulations and test profitability

Risk Assessment

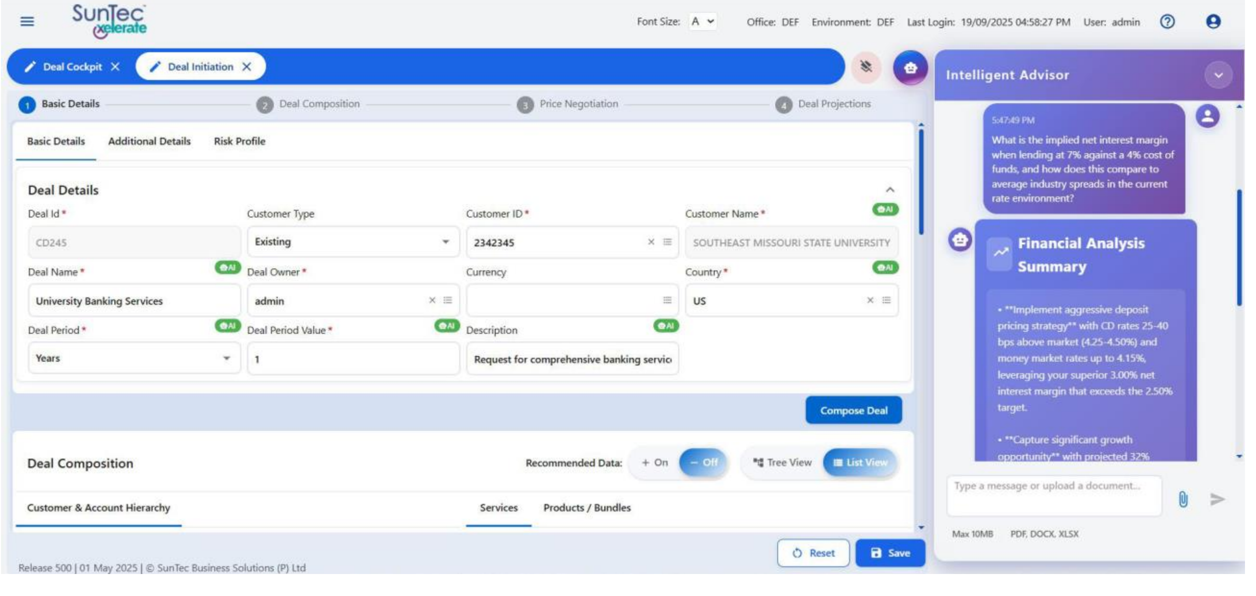
- Instantly assess deal risk parameters with automated scoring
- Ensure compliance across all components of the deal
- Apply proactive risk-mitigation strategies to protect margins and trust

Market Intelligence & Pricing Engine

- Connect seamlessly with top-tier market data providers such as Curinos
- Integrate live market intelligence into pricing strategies
- Deploy predictive models that adapt instantly to market conditions
- Optimize pricing across multiple products for maximum profitability

Intelligent Performance Analysis

- Predict deal performance based on commitment vs. actual transaction patterns
- Benchmark against similar customers for advisory insights
- Leverage intelligent behavior-based fee and rate recommendations during renewals



Deal Lifecycle Management

- Efficiently manage every stage of the deal lifecycle from RFP to renewal

Deal Creation

- Easily initiate deals for prospects, groups, and associations
- Compose deals with multiple products, services and bundles across lines of business within the bank
- Support multi-currency, multi-jurisdiction composition in a single deal
- Manage overlapping products / services
- Enable role-based collaboration and negotiation controls
- Simulate revenues and profitability across currencies and scenarios
- Configure deal durations (days, months, or years), set validity periods, and manage review cycles to ensure agility and compliance
- Capture comments, manage documents, and allow seamless collaboration for comprehensive proposals
- Govern deal composition as well as pricing, offsets, and interest rates with precision, ensuring every negotiation aligns with defined user roles
- Instantly view applicable rates post-resolution while enforcing negotiation limits to protect profitability and compliance
- Capture external revenue, costs, and both recurring and event-based charges at deal level for accurate revenue forecasting and profitability computations
- Access live benchmarks for deposit rates and treasury management fees to ensure competitive positioning
- Calculate gross and net revenue in deal and base currencies, factoring in inflation for multi-year contracts
- Classify income streams (fees, interest, FX) for transparent reporting and deeper insights
- Leverage powerful models to assess and compare profitability across multiple scenarios
- Support multiple deal versions and comparisons to strengthen decision-making
- Generate branded, templatized offer letters with support for digital signature integration

Deal Workflow

- Streamline configurable sequential or parallel approvals with built-in offline and API support
- Adapt approval paths based on deal attributes or customer profiles for maximum flexibility

- Accelerate decision-making with direct approvals for individuals, groups, or external reviewers
- Enable peer reviews, comments, and in-process edits for stronger governance
- Allow authorized approvers to modify rates or commitments directly
- Perform bulk approvals, rejections, or recalls with complete audit visibility for compliance confidence

Deal Implementation

- Schedule or reschedule implementations on the fly to align with client timelines
- Easily handle retroactive, partial, or full-scale (bulk) implementations
- Assign implementation capabilities to specific roles or enable self-implementation where appropriate
- Automatically implement deals the moment customers approve, reducing time to value
- Generate clean extracts for downstream systems and operational teams
- Validate applied rates against standards during implementation to prevent leakage
- Get real-time notifications on component-level implementation status for total transparency

Deal Monitoring

- Monitor deals seamlessly across roles, hierarchies, and parameters
- Get notified of upcoming reviews, expiries, and pricing changes to proactively manage performance
- Measure actuals against commitments (value, volume, balances) for accuracy and accountability
- Initiate timely alerts or actions based on deal performance
- Instantly fetch deals by customer profile or deal attributes
- Access full history, logs, and comments for compliance-ready transparency
- Initiate amendments or renewals directly from monitoring dashboards
- Track deals by status, review type, or extension for sharper insights
- Stay informed with alerts for key actions, approvals, or changes

Deal Progression

- Oversee every stage, from internal approvals to customer submission, renegotiation, and acceptance
- Capture customer responses instantly and update deal status with accuracy
- Cancel or terminate deals with automated status-change alerts for full visibility

Deal Extension

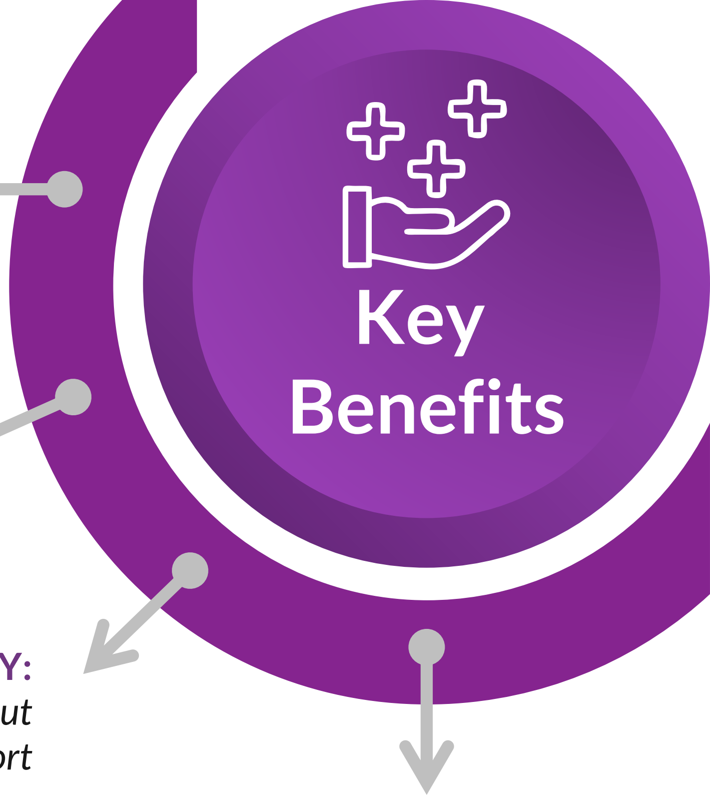
- Extend deals effortlessly into upcoming periods without rework
- Identify and highlight products or services from previous deals for faster setup
- Notify stakeholders in advance to ensure smooth, coordinated extensions

Deal Renewal

- Compare commitments with real performance to guide renewal terms
- Stay ahead with proactive notifications for upcoming expiries
- Access past renewal data to make informed decisions
- Highlight previously used products and services for quick renewal setup
- Automate renewals under predefined conditions to save time and reduce manual effort

Global Deal Management

- Launch global deals and link them with child deals across regions
- Assign sales managers to child deals for accountability and collaboration
- Highlight rate differences across child deals to maintain consistency
- Compare global vs. child deal performance during approvals for informed decisions
- Submit global deals to customers, capture responses, and track outcomes
- Update child deal statuses and implement seamlessly post-acceptance



FASTER DEAL VELOCITY:
Speed up deal initiation, approval, and implementation

SEAMLESS COLLABORATION:
Unite RMs, product, legal, and finance teams on one platform

EASY CONFIGURABILITY:
Customize workflows and pricing without IT support

ENSURE COMPLIANCE:
Apply controls and stay audit-ready

Let's Talk Deals

Transform how your bank wins, manages, and grows client relationships—deal by deal.

Talk to us **to discover what SunTec Xelerate Deal Management can do for your bank.**

ABOUT SUNTEC

SunTec enables enterprises to modernize and optimize revenue management across the entire value chain – from product catalog, offer management, and deal configuration to pricing, billing, taxation, e-invoicing, and loyalty programs. Our AI-augmented, industry-agnostic product suite – SunTec Xelerate – helps eliminate revenue leakage, accelerate monetization, and ensure compliance with transparent and auditable practices.

Whether deployed via SaaS, in the cloud, or on premise, our products integrate seamlessly with existing systems to drive transformation without disruption. Trusted by 170+ clients in 50+ countries, making it a leader in the market, SunTec powers revenue for leading banks, telcos, and travel firms, supporting over 400 million end-customers globally.

For more information, please visit us at www.suntecgroup.com or email us at marketing@suntecgroup.com