



Building Smarter Deals in a Fragmented World

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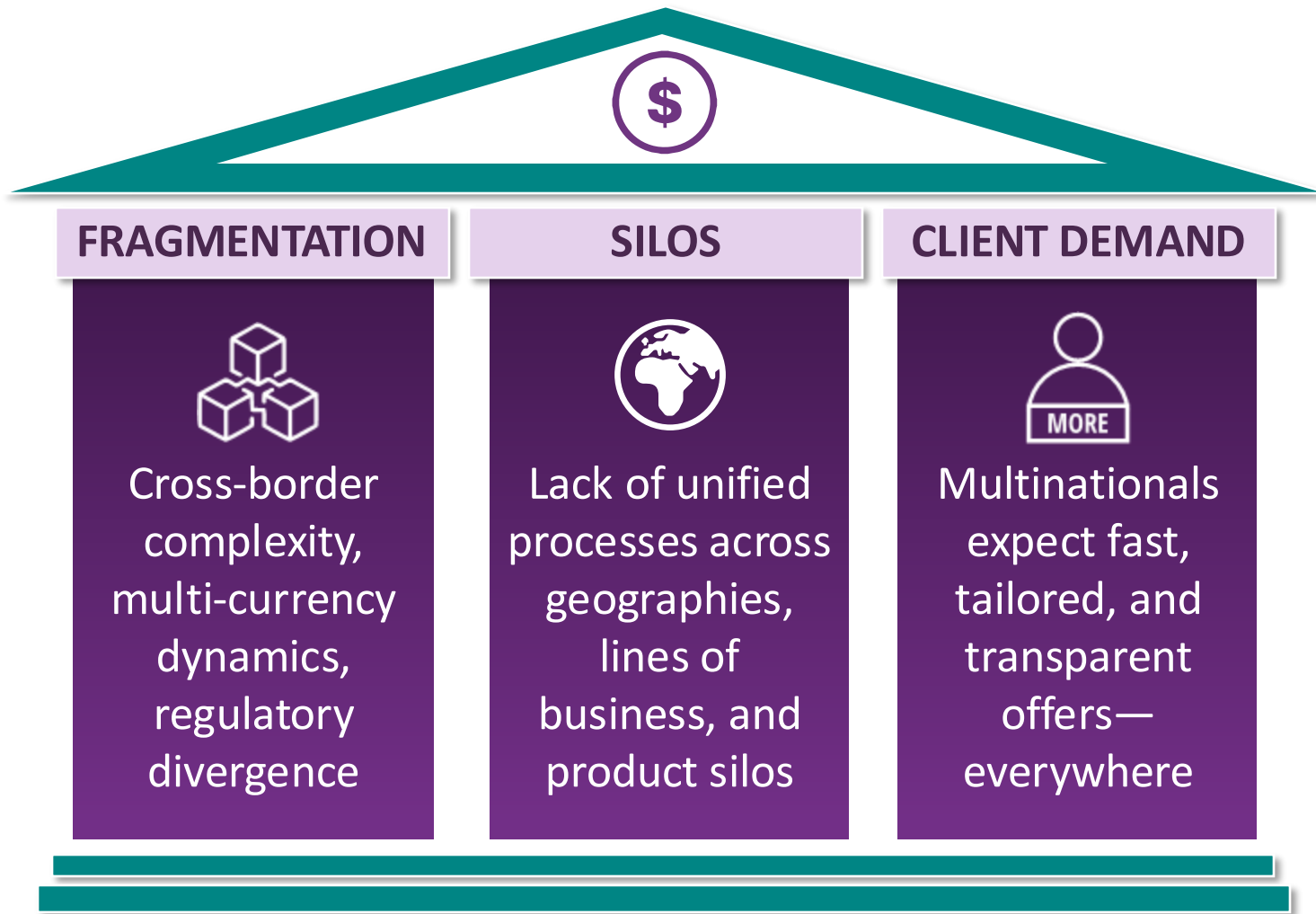
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SunTec®

**Complexity
Isn't Tangled.
It's Expertly
Twisted.**



The Challenges in Global Corporate Banking



67%



of corporate banks are prioritizing “**streamlined, end-to-end processes**” as their top transformation agenda through 2026 (BCG, 2024)

65%



of corporates rate “**real-time transparency**” on cross-border payments as critical, yet over half are dissatisfied with current levels (SWIFT, 2024)

55%



of multinationals choose providers based on the ability to offer tailored solutions in new markets (EY Global Corporate Banking Survey, 2024)

What is holding them back...

CHALLENGE

- 1 Siloed systems/ Manual processes
- 2 Disjointed pricing mechanisms
- 3 Legacy approvals
- 4 Compliance fragmentation

BUSINESS IMPACT

Fragmented client propositions, slow cycles, errors

Revenue leakage, inconsistent offers, lack of traceability

Bottlenecks, delays, higher operational risk

Unchecked benefits, policy inconsistencies

The Imperative: Intelligent, Unified Deals



PRECISION

Every term, rate, and risk metric must be contextual and accurate



SPEED

Time-to-offer is a new source of competitive advantage



INTELLIGENCE

Decisions powered by real-time data across products, borders, and teams



GOVERNANCE

Embedded controls ensure transparency, compliance, and accountability at every step

WHY LEADERS ARE TRANSFORMING DEAL MANAGEMENT



Edge through precision: Speed, context, and control drive growth



True customer centricity: Engage holistically, not transactionally



Global orchestration: Margin protection + compliance = sustainable scale

Technology: The New Connective Tissue



Seamlessly link entities, products, and geographies



Orchestrate real-time data: customer, risk, market



Deliver **UNIFIED, RESPONSIVE GLOBAL DEALS**



Enable dynamic, data-driven proposals with precision



Comprehensive approval and governance framework

The Ai-augmented Deal Management

1. **INFORMED DECISIONING:** Advanced recommendations based on AI models
2. **DYNAMIC PRICING:** Offer optimal pricing guided by pricing rules, customer profiles, market intelligence, and profitability thresholds
3. **REAL-TIME SIMULATION:** Model complex, multi-product deals instantly for revenue and profitability
4. **AUTOMATED COMPLIANCE:** Apply jurisdiction-specific norms and rules instantly
5. **SMART WORKFLOWS:** Route for approvals and exceptions with minimal friction
6. **PROACTIVE TRACKING:** Track commitments and performance of deals to prevent revenue leakage

BUILT-IN GOVERNANCE AND RISK CONTROL

FULL AUDITABILITY:
Transparent approvals, decisions, and escalations

RULE-BASED WORKFLOWS:
No delays—just intelligent, compliant flow

POLICY ALIGNMENT: Global consistency with local agility

Let's Look at a Use Case



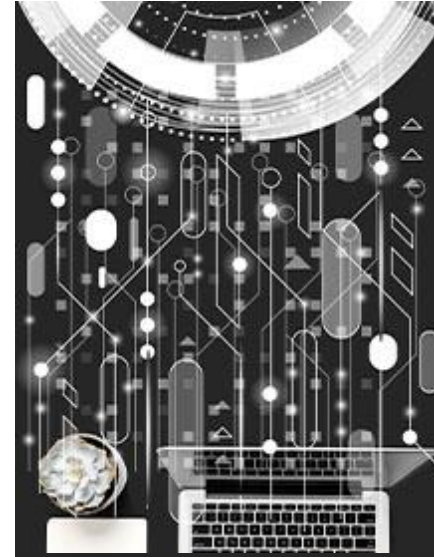
A global corporate seeks Banking services across their ops in Germany, Dubai, and Singapore



The sales officer automatically converts the RFP issued by the corporate into a deal structure using AI



Dynamic pricing tailors each proposition to balance local and group-level priorities

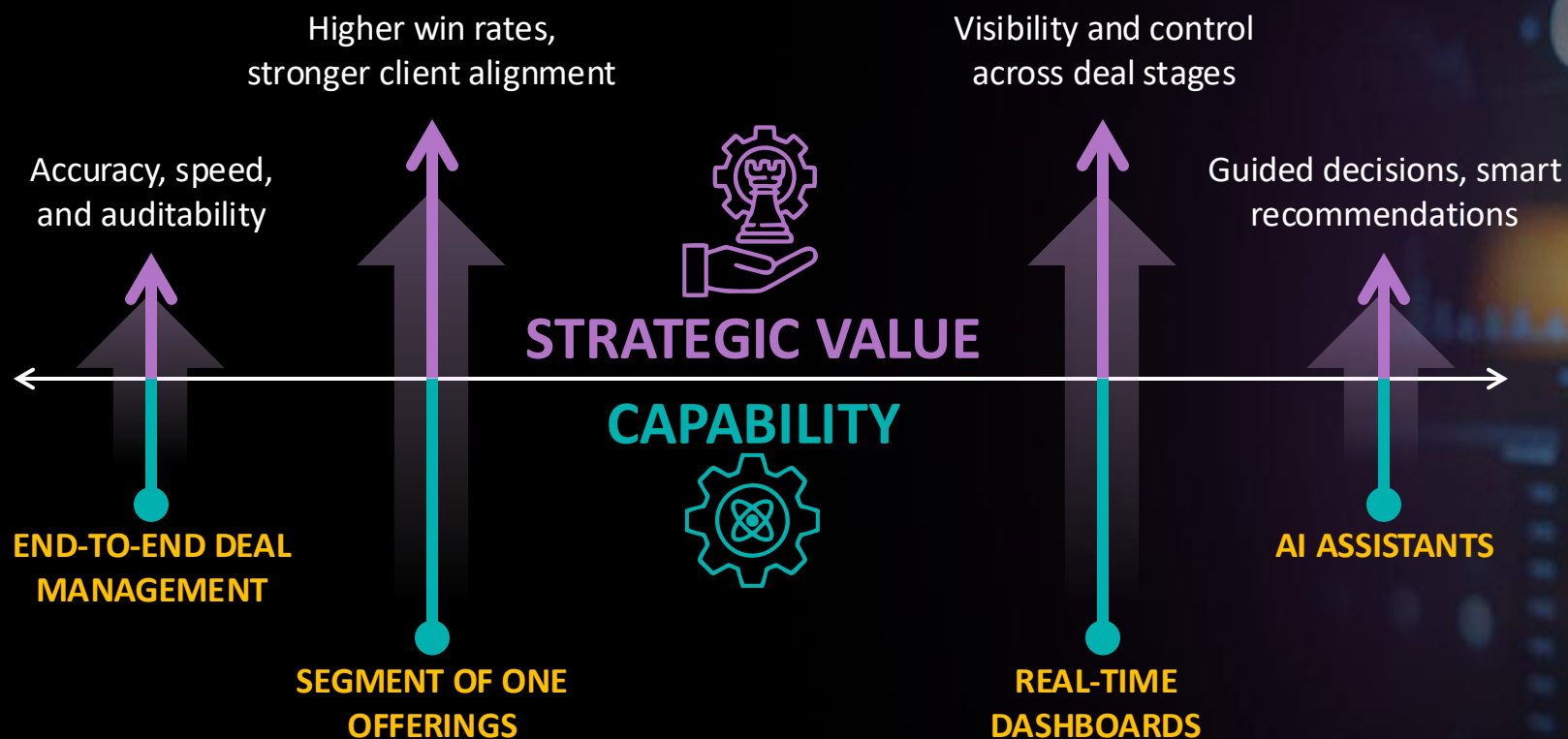


Automated workflows enable same-day proposal turnaround

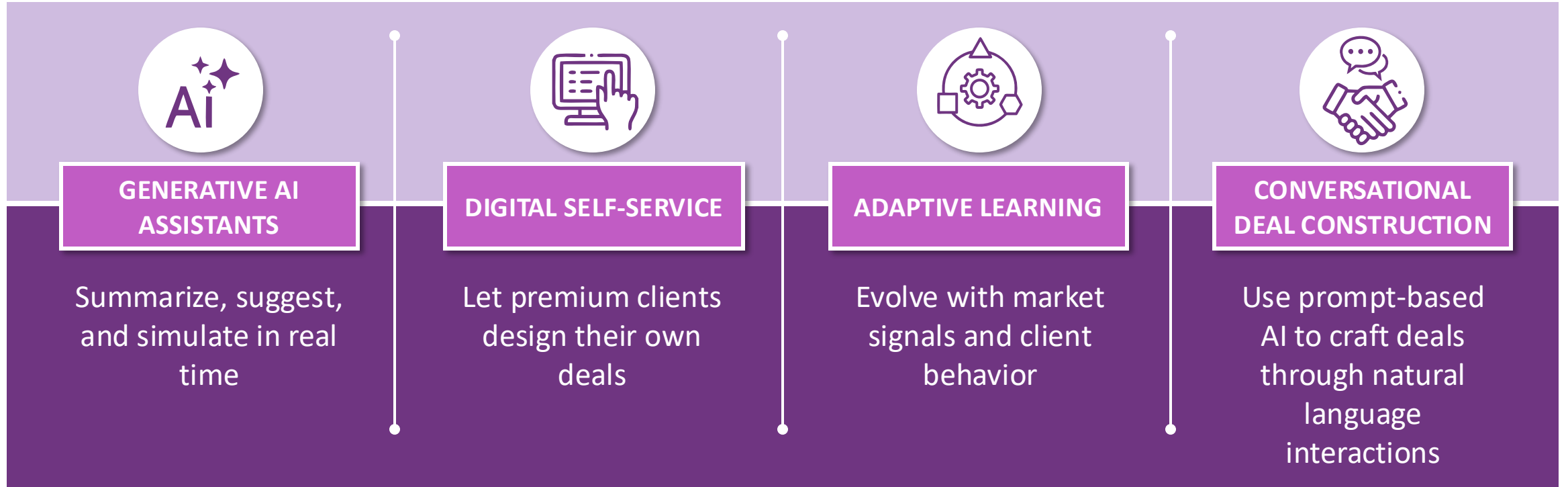


Compliance captured via automated audit trail across jurisdictions

Future-ready Capabilities



Next Frontier: From Automation To Autonomy



Tangible Business Outcomes

Revenue Optimization

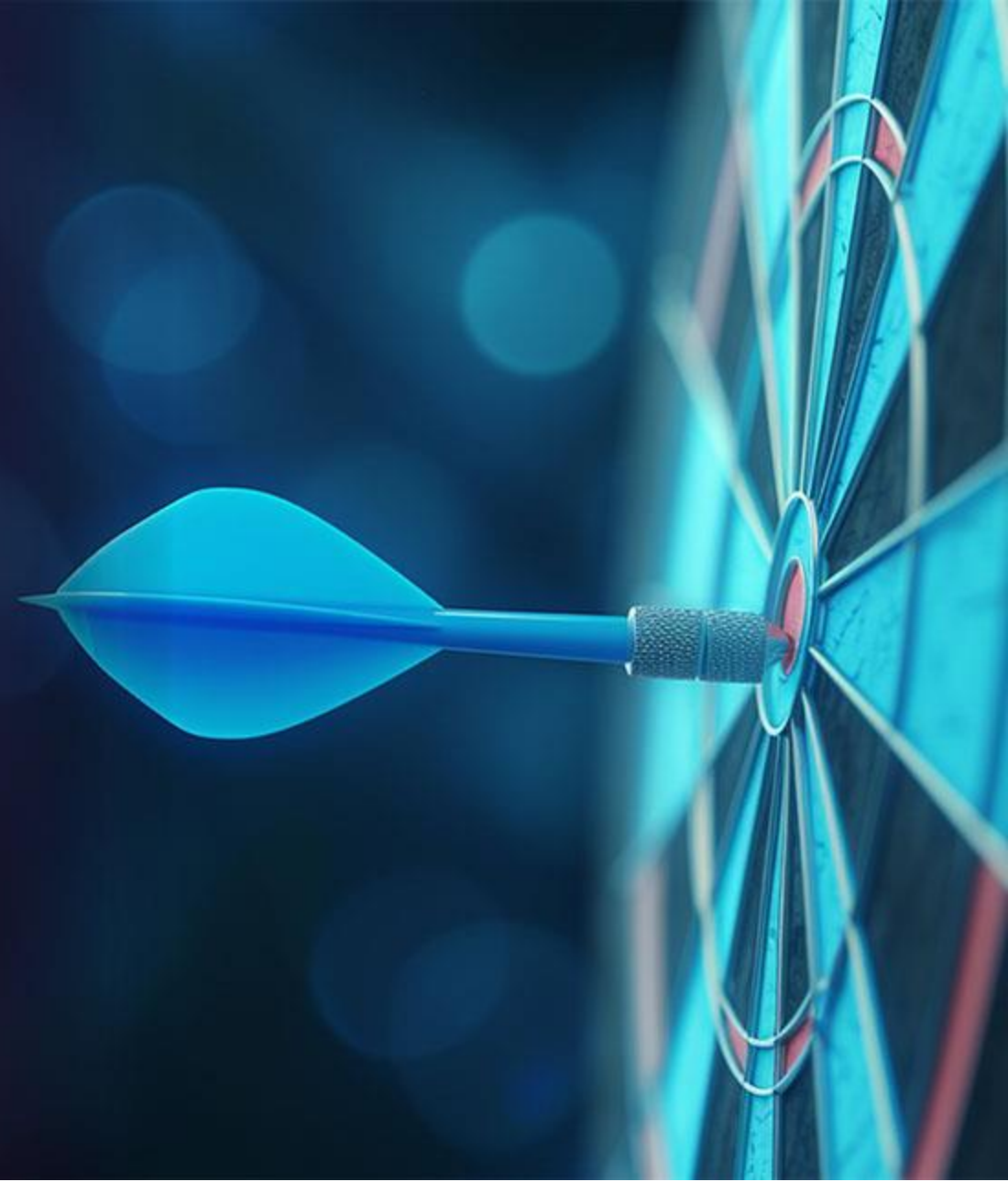
Plugged **20%** leakage for a top European bank

Value Creation

300% ROI achieved through pricing transformation for a leading Asian bank

Speed to Market

83% faster time to market for a leading regional bank



Summary: The Era Of Smarter Deals



MANUAL, FRAGMENTED
deal-making is **OBSOLETE**



BANKS that **ADAPT** will lead
in **VALUE, AGILITY, AND**
CLIENT TRUST



The **FUTURE** is
ORCHESTRATED,
INTELLIGENT, AND
REAL-TIME

Thank You

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