



Building Smarter Deals in a Fragmented World

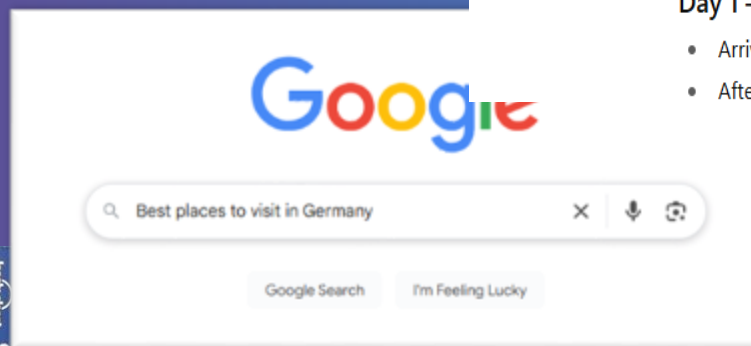
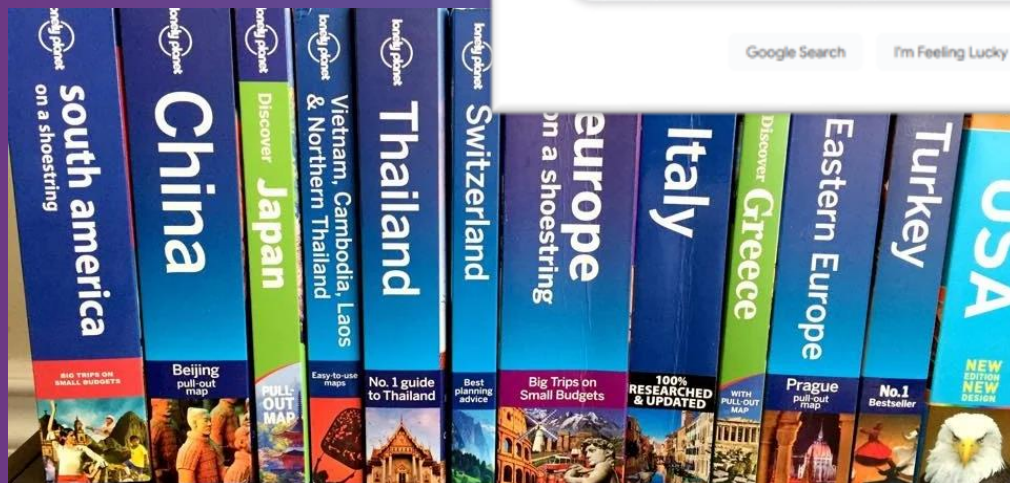
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SunTec®

Let's go on a journey....

In our personal lives, we have moved from guidebooks, to travel sites/apps to ChatGPT for planning our vacations



ChatGPT ▾ Share

Plan a 10 day trip across Germany and France for a family of 4

Here's a 10-day family-friendly itinerary across Germany & France, designed with a balance of sightseeing, cultural experiences, and relaxed family time. I'll assume you're starting in Germany (Frankfurt is a common entry point) and ending in France (Paris is ideal).

Day 1 – Arrival in Frankfurt (Germany)

- Arrive in Frankfurt.
- Afternoon: Explore Römerberg Square, the old town, and stroll along the Main River.

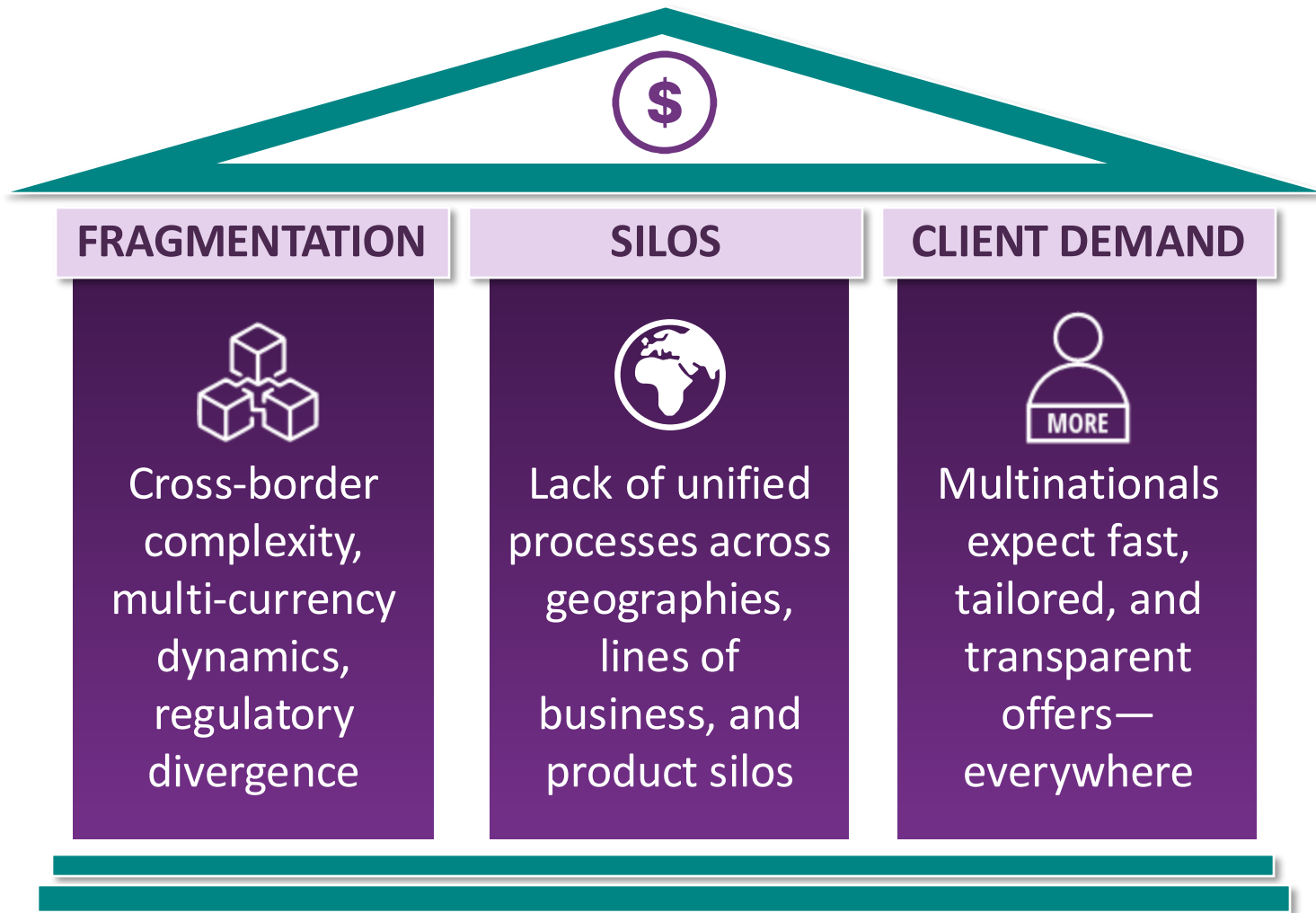
A photograph of a narrow, cobblestone street in a French town. On the left, a yellow vintage car is parked. The street is lined with colorful buildings and greenery. A large blue sign with the word 'FRANCE' in white capital letters is superimposed on the image. Below the sign, smaller text reads 'Travel guide on France to help you plan your holiday'.

So.. Why can't Banks do the same when it comes to planning deals?

**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

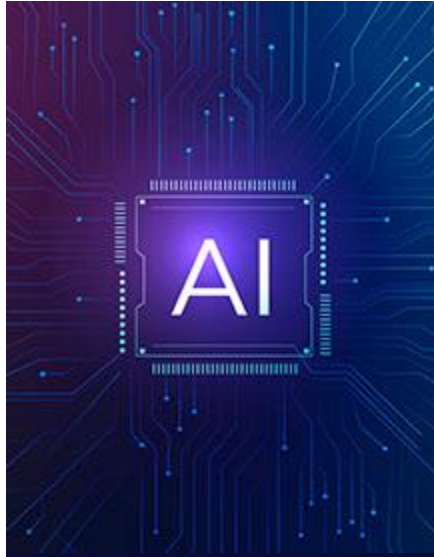
RULE-BASED WORKFLOWS:
No delays—just intelligent, compliant flow

POLICY ALIGNMENT: Global consistency with local agility

Let's Look at a Use Case



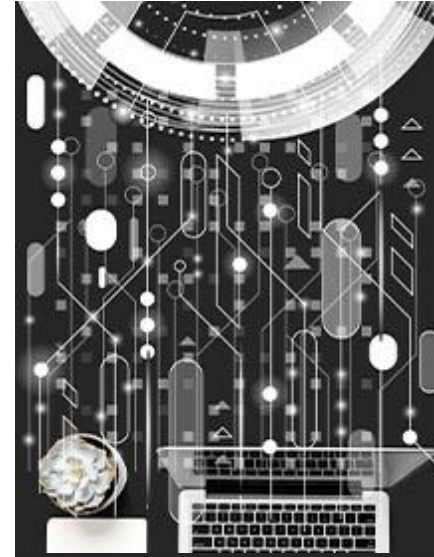
A global corporate seeks Banking services across their ops in Germany, Dubai, and Singapore



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

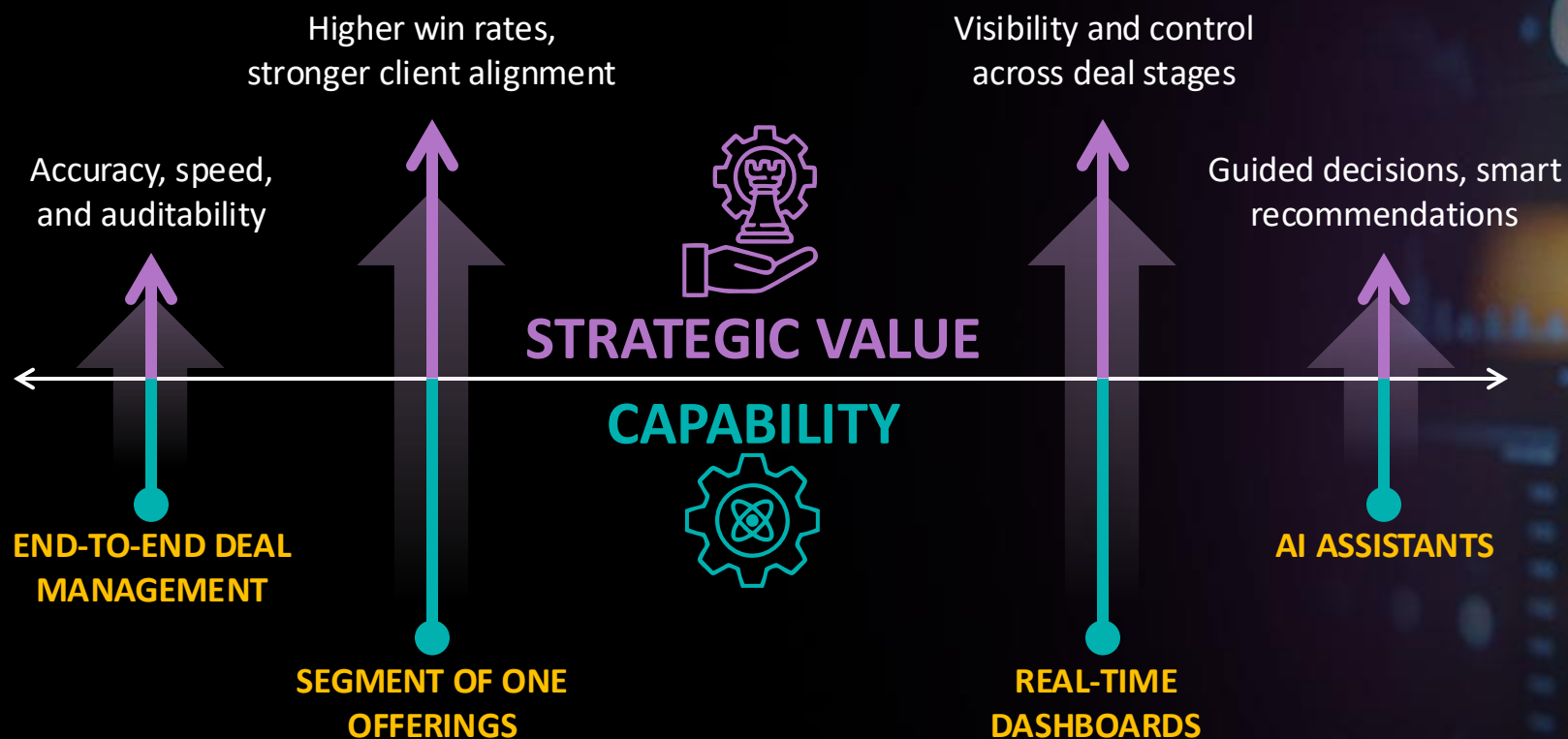


Automated workflows enable same-day proposal turnaround

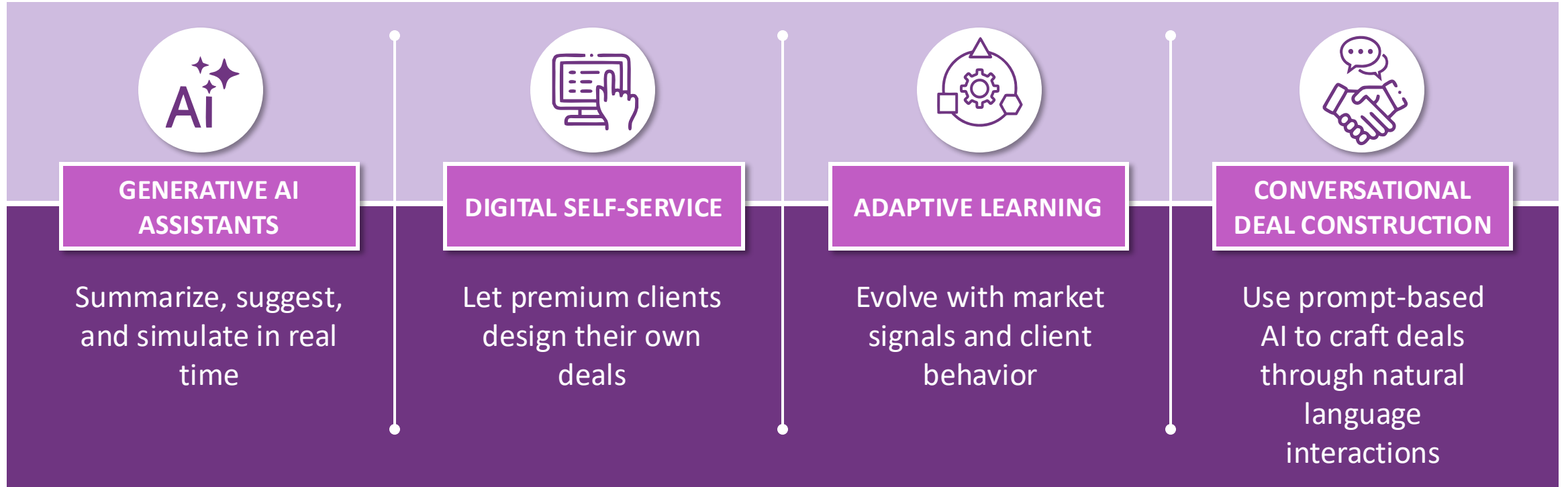


Compliance captured via automated audit trail across jurisdictions

Future-ready Capabilities



Next Frontier: From Automation To Autonomy



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



Unlock the Future of Deal Management – Scan Now

SunTec®

