



Integrated partner and alliance ecosystem

KPMG Connected Enterprise for Banking

All companies face challenges as they plan and implement a connected enterprise strategy, but these plans are especially difficult for banks. Coordinating and aligning technologies and services across internal functions, third parties and customer touchpoints can be incredibly challenging.

To combat these challenges effectively, the connected bank demands a more agile, flexible business model that can improve the operational efficiency of its support functions (such as procurement, finance, risk and regulation), to move away from the limitations of operating in functional silos.

Building partnerships and alliances can help your company deliver a competitive edge. By integrating and managing the right third parties (whether these be small fintechs or the bigger technology players), your bank can deliver its customer promise, increase speed to market, reduce costs and mitigate risks.

Key considerations for the bank

- How do you identify partners, alliances and vendors to fill capability gaps?
- Is your procurement capability automated and set up in such a way to encourage strategic partnerships and effective commercial control?
- Are you well set up to support innovative partnership and fintech relationships with rapid plug-and-play architecture and collaboration?
- Is your approach to shared services cost efficient and consistent?
- Do you have a risk and control culture that supports a customer-centric environment to deliver both fair customer outcomes and regulatory compliance?
- Do you have a regulatory compliant regime that seeks to develop strategic solutions that leverage regulator requirements and ensure business and operational compliance at all times?
- Is your finance capability automated with the ability to provide the business with the insights to deliver its strategic objectives?

How can KPMG firms help?

Provide a **jump-start to transforming your business functions**. We are well placed to support with our deep banking knowledge, access to leading technologies and proven delivery capability.

Respond to regulatory shifts with agility, using our technologies and full suite of regulatory experience to transform the cost, speed, accuracy and overall quality of your compliance function.

Identify ideal potential partners and alliances that can help to shape your modern banking ecosystem and boost your business goals—moving away from the traditional tech stack paradigm.

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Fast food leader trims the fat

A client was up against it—growing competition; pressures to restructure management; a fragmented, inefficient approach to administrative services; and Wall Street demanding improved shareholder returns.

Management knew what needed to be done. They also knew they needed a team of specialists with the experience, background and know-how to turn their insights into reality. That's when a KPMG firm was called to help. They provided the strategy, design and assistance with implementation of a global business services transformation based on service centralization, outsourcing and automation. Through this work, the client is now on the road to becoming a stronger, leaner and far more agile player in a highly competitive marketplace.

What does a connected bank look like?

The most successful banks exhibit eight characteristics that span all aspects of the enterprise. The capabilities of front office, middle office and back office integrate seamlessly to support the brands, products and services, interactions and workforce, and deliver against ever-changing and heightened expectations.



*Base: 1,299 professionals involved with customer-centric strategy decisions.

Source: A commissioned study conducted by Forrester Consulting on behalf of KPMG, September 2018.



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Deliver leading business functions and partnerships with the help of KPMG firms

- **Powered Enterprise** is the KPMG key offering for business transformation in the cloud, helping clients to transition their existing back-office operating model to one fit for the digital era.
- KPMG firms have a strong reputation for work in regulatory compliance, along with domain experience in financial services. Our **regulatory-driven transformation** teams tackle the latest challenges with banks globally.
- Strategic alliances are central to our goal of helping clients, enabling KPMG firms to deliver wide-ranging technology solutions across multiple platforms and technologies. We have 500+ alliances across the globe with the likes of **Google, Microsoft, Salesforce and Oracle**.