

ARCH FOR RELATIONSHIP MANAGERS

What's important to you

Relationship Managers carry out a great deal of work to bring new clients to their organisations with only a limited view of whether or not the bank will have an appetite to on-board them and if so, how long that will take.

Once on-boarded, clients continue to transact and the risk they present to a bank is dynamic. It is difficult for Relationship Managers to get visibility of that dynamic risk and therefore to take appropriate actions either in mitigating risk or in spotting opportunities to help solve issues by providing other products.

How can ARCH help?

ARCH is a service for enabling Relationship Managers to carry out a pre-screen on a prospective client in order to get a clear view on bank appetite and the complexity of the on-boarding process.

ARCH utilises the same credit risk and KYC data that the bank uses for on-boarding.

It then applies the bank's own policies to that data and presents a summarised view of appetite and complexity to the RM.

ARCH draws attention to any potential issues with very clear flags.

With all that data aggregated into one place, ARCH can pre-populate the on-boarding process, when appropriate.

ARCH also monitors the same data sources on a real-time basis and flags any new concerns regarding a client to the RM.



Benefits to Relationship Managers

With ARCH, RMs can remove wasted time trying to bring clients to the banks that don't meet the bank's appetite.

They can also set realistic expectations for prospects regarding the on-boarding process and accelerate that process by knowing in which situations they should involve KYC/risk early.

When onboarding a client, if ARCH has been used to pre-screen, the majority of the data capture process is already complete, so the RM has little additional work to do. This allows Relationship Managers to spend more time on building long lasting relationships and less time on admin.

Tracking clients on ARCH enables RMs to have the earliest possible view of risks and opportunities to help their clients whilst also protecting their own organisation.

Measuring success

100%

In early tests ARCH has been 100% accurate in reflecting bank policy in pre-screening

14%

The number of cases ARCH found risk issues in the pre-screen that had not been found in the on-boarding process

90%

The time ARCH has reduced in the data gathering aspect of on-boarding



**Risk &
Compliance
Hub**

ARCH is a service which can be demonstrated and configured for each individual Artesian customer and is delivered through the current platform.

To request further information or for a live demonstration of Arch, contact us below.

UK

Artesian House
Gazelle Close
Winnersh
RG41 5QS

matt.elsom@artesian.co | 0777 590 6722