

The client, a Top 10 US bank holding company with a rapidly globalizing customer base, had embarked on an aggressive globalization strategy, establishing a presence in new, targeted countries

### CHALLENGE

- An aggressive globalization strategy that called for a rapid, efficient, standardized process for establishing a new presence in each country
- Heavily siloed business lines and outdated technologies that slowed decisioning
- Concerned about excessive costs and inconsistent customer service levels

### WHY ABEAM?

- Client's high value for ABeam's methodologies, detailed analysis and ability to accelerate consensus and decisions
- ABeam's ability to effectively work within the client's organization with maximum synergy of business expertise and project methodology



## International Branch Expansion

### SOLUTION

- Applied ABeam's standard process methodology for defining an overall operating model for a new branch
- Consolidated business requirements from multiple sources into a structure easily viewed/understood across the enterprise
- Ensured that all system requirements interacted properly with others, e.g., payments, general ledger, and trade.
- Prioritized functionality and delivery timeframes for new systems

### REAL BENEFITS

- Client confidence in quality of business and functional requirements
- Ultimately, ability to replicate standard systems across all new markets and earliest possible delivery of strategic solutions