# **BE DATA DRIVEN**

# DATAVA

# **BE CUSTOMER FOCUSED**

Datava enables banks to become truly data driven, to better serve their customers and to collaborate inside and outside their institution

New Module Release!



















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Sun East®



**PROSPERITY BANK**°









### **TESTIMONIALS**



"The expertise we get from the Datava team is not something we're used to getting with some of our other vendors."

#### **Breana Wolfert**

AVP, Branch Operations Project Management American Heritage Credit Union



"Datava understands our needs, they understand what it is we're trying to accomplish, and they find the solution. Datava really works well with me and my team."

> **Howard Meller** CEO People FIrst Federal Credit Union

"Datava is very graphic. It really tells the employee the strengths and weaknesses of the member relationship based on colors."

**Kevin Tressel** CIO American Heritage Credit Union



# REASONS OTHER SOFTWARE IMPLEMENTATIONS FAIL

According to a recent survey of businesses, over 50% of software implementations are unsuccessful.\* Here are the top five reasons why.

	INTEGRATION	Their software doesn't communicate with your various systems	a vast and ev growing list o vendors,
2	CONFIGURABILITY	Their software doesn't do exactly what you need it to and can't be configured	providing our clients with an extensive arro of options to
3	UNRELIABLE DATA	Manual data imports and lack of validation result in unreliable metrics and reports	best meet the integration needs.
4	DIFFICULT TO USE	Complex forms, confusing navigation, and unnecessary features equal reduced end-user adoption	
5	COST	Unreasonable fees and hidden costs make their system too expensive to justify	

**FULLY INTEGRATED** 

Datava

seamlessly

\*SoftwareAdvice.com CRM survey

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### **HIGHLY** CONFIGURABLE

Your bank is unique,

integrates with ever-

and an out-of-thebox solution would make you compromise that. Datava's system provides unparalleled levels of configurability, ensuring the system aligns with your bank's goals and culture.

# WAYS WE'RE DIFFERENT SO YOU SUCCEED

### DATA VALIDATION

With smart record matching, duplicate data checks. smart forms validation. and more, our world-class data goes in, giving you reliable metrics every time.

### $\langle \gamma \rangle$ SIMPLE USER **INTERFACE**

Our system is designed to be used by everyone, from tellers to the CEO. This is done by configuring each user's experience ensuring they see just what they need to be more effective.

# **CLEAR ROI**

Our priority is rapidly delivering solutions that have a direct impact on your goals and objectives. This ensures that both ROI and total cost of ownership are easily measurable and transparent.





Banks possess more data about their customers than Amazon, but this data is often fragmented and inaccessible. Datava's Data Activation Platform enables banks to become truly data driven, to better serve their customers and to collaborate inside and outside their institution. It is the only platform capable of receiving any type of data, normalizing that data, and delivering that data to all areas of the organization. Datava's Al engine drives key decisions, improves productivity, and ensures the right product is delivered to the right customer at the right time.

### THE DATAVA DIFFERENCE

### OLLECT ALL YOUR DATA

Gather your data from every facet of your organization. Utilize this data to empower staff and deepen customer relationships.

### **E** FILL IN THE GAPS

Bridge information disparities where there is a lack of data. Improve reporting & forecasting for a more accurate overview of your bank.

### CURATE AND NORMALIZE YOUR DATA

Create, organize, and maintain datasets for easy accessibility, as well as structure, index, and catalogue data to be more readily available to all users within your bank.

#### OBTAIN METRICS FROM YOUR DATA

Identify trends, patterns, and performance indicators, to facilitate data-backed decisions, optimize processes, and drive growth.

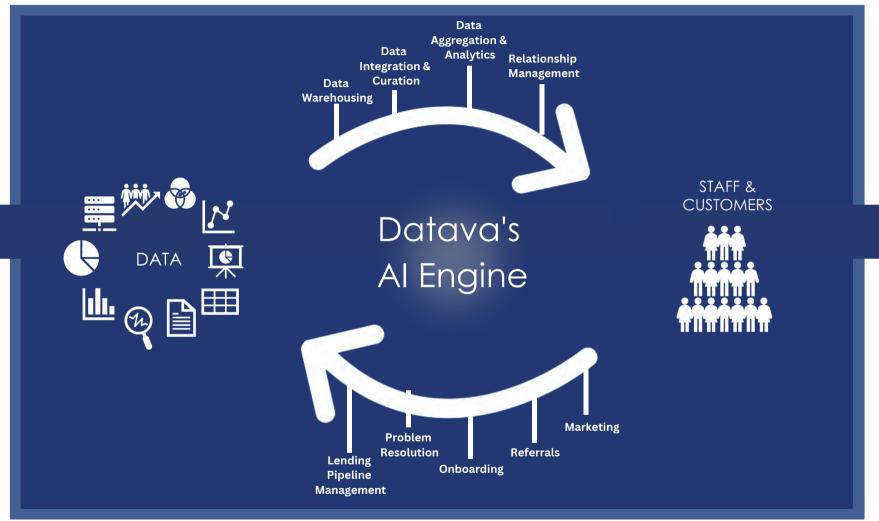
### ACTIVATE YOUR DATA IN WORKFLOWS

Boost productivity, and enhance decisionmaking by ensuring that the right information is available to the right person at the right time.

#### PERFORM PREDICTIVE ANALYTICS

 Use statistical techniques and machine learning algorithms to analyze your data, identify patterns, and make predictions about future events or behaviors.

# COMPLETE SOLUTION



Datava not only consolidates and curates data from multiple, disparate systems into actionable information, but also enables that data to be pushed back through workflows and other primary functions. This data can then be more easily utilized by staff and customers alike and drive informed decision making, improved customer experiences and increased productivity.





Go beyond simply reacting to interacting with your customers with Datava's Relationship Manager. Get a complete understanding of every customer and how to followup, when to follow-up, and how your bank can best serve them.

From account balances, to closed account alerts, to problems, you can understand not just what has happened, but how to best help grow that relationship today and in the future.

### **ACCOUNT INSIGHT**

See which accounts customers have, how often they are using them, and what the balances of the accounts are.

#### CUSTOMER BIO

Track important information about customers that will be useful to best serving them later. Set birthday reminders, track communications, household information, and other useful personal information.

#### ISSUE MANAGEMENT

Easily identify any concerns, problems or other information the customer has provided that can help you understand how to best help them, and easily see what the status of those are.



See how your customers currently are projected to impact the bank and see how that number can be improved through behavioral changes, account restructuring and more.

#### NEXT BEST PRODUCT PROMPTS

Easily identify which products would be of use to your customers and facilitate your employees communicating those opportunities to them.

### **TRACK FINANCIAL GOALS**

Transform your relationship with your customers by helping them achieve their financial goals, and help them track where they are at in achieving them.

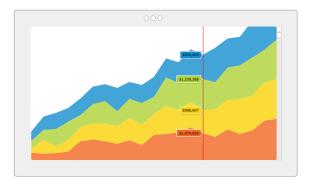
### RELATIONSHIP DASHBOARD



In one centralized dashboard, understand everything about your customer. See what their balances are, the health of their account, which products would most benefit them, and how you can best serve them



# GOALS AND INCENTIVE TRACKING



With Datava's Sales Performance Tracking System, "the sky is the limit." Get accurate, online access to all sales, referral and incentive results. Customized dashboards for **any metric**, across **any time interval**, at **every level of your organization**. Provide your managers with the information they need to coach and improve performance.

### THE DATAVA DIFFERENCE

### EMPLOYEE LEVEL REPORTS

Improve employee performance with automated smart goals at the employee, branch, region, and top level.

### ACTIONABLE DASHBOARDS

Maximize training effectiveness with dashboards and reports that clearly show employee performance and areas for improvement.

### **REFERRAL SUCCESS RATIOS**

Measure, coach, monitor and improve inter and intradepartmental referral effectiveness.

### MULTIPLE SOURCE INTEGRATION

Get a complete picture of each customer's product and service profile with Datava's ability to take data from any system, even third party vendors, and centralize that data in one location.

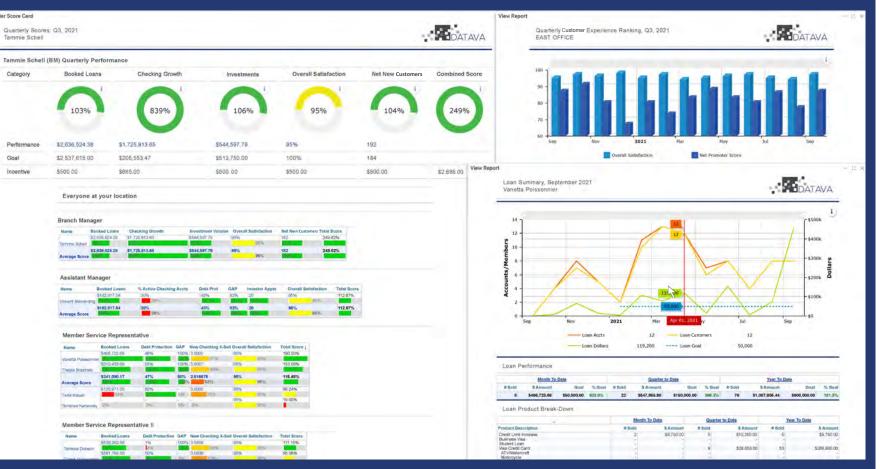
### CUSTOMIZED INCENTIVE PROGRAMS

Reduce managerial and IT burden by automating any incentive program throughout the organization.

### ANY METRIC ON ANY SEGMENT

Quickly analyze ANY sales or referral metric. Identify customer's purchase behaviors, segment by demographic, analyze new vs. existing crosssell, view accounts per household, profitability, etc. Increase incentive, needs, a underach

### GOALS AND INCENTIVE DASHBOARD



Increase efficiency and effectiveness in your sales process with advanced cross-sell, incentive, and account metrics. Determine which employees effectively identify customers' needs, offer products, and deliver service solutions. Reward high-performing employees and coach underachievers.





Datava's Onboarding Manager ensures consistent implementation of the bank's onboarding process and allows management to hold employees accountable for the customer experience.

Employees are provided with a daily list of onboarding action items. Customer emails and form letters are quickly and efficiently generated at the prescribed time. Managers get real-time updates on employee and branch performance. AUTOMATED SCHEDULING Ensure every prospect and customer receives follow-up with

automated scheduling that syncs with employee calendars and sends reminders.

### **DASHBOARDS**

Improve employee productivity with easy-tounderstand dashboards, automated task lists, follow-up scheduling, and collaborative customer management.

### CLOSED ACCOUNT ALERTS

Reduce lost customers with closed account alerts. These alerts allow employees to proactively reach out to customers before the relationship is lost.

### C DATA SYNCING

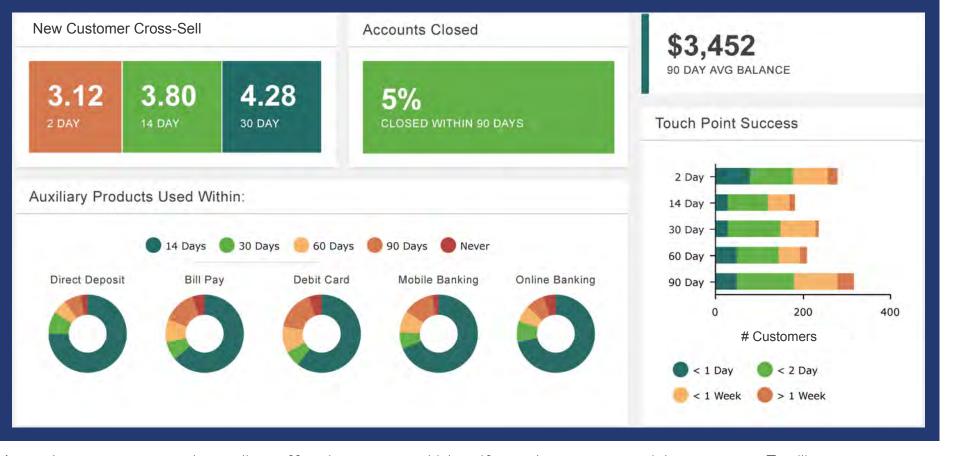
With customer profile syncing, analyze when new customers are opening additional accounts, using your product, and/or other major retention events.

### MANAGERIAL NOTIFICATIONS

Managers are always "in the loop" with automated alerts for missed/late tasks, managerial purview of employee schedules, and real-time insight into pipeline and onboarding progress for each prospect and customer.

### NEXT BEST PRODUCT PROMPTS

Anticipate customer needs during the onboarding process with next-best product prompts.



At a glance, assess onboarding effectiveness and identify and recover at-risk accounts. Facilitate new customer onboarding, increasing the likelihood that customers adopt you as their primary institution.

### ONBOARDING DASHBOARD





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Datava's campaign success management tool will seamlessly track the effectiveness of your marketing campaigns, giving you the insight into what works, what doesn't, and how to improve your marketing reach.

You can quickly determine the actual realized dollars produced from a marketing campaign, and determine the value of one method over another.

### THE DATAVA DIFFERENCE

COMPARE CAMPAIGN METHODS

Analyze the effectiveness of direct vs. indirect, email vs. paper, and print vs. targeted.

### \$ GET ACTUAL DOLLAR VALUES

Determine the dollar amounts that are actually generated through email campaigns.

#### SEGMENT PROSPECTS AND CUSTOMERS

Use deep-dive analytics to determine which type of marketing works best for which segment of customer. Segment by demographics, customer behaviors, and more.

### DRILL-DOWN BY PRODUCT

Determine the effectiveness of your campaign by individual products, product groups, and totals.

#### INCORPORATE FRONT-LINE STAFF WITH MARKETING CAMPAIGNS

By using this tool with some of our others, you can seamlessly integrate your marketing campaigns with front-line staff to coordinate customer reach.

### Q ANALYZE CUSTOMER LOYALTY

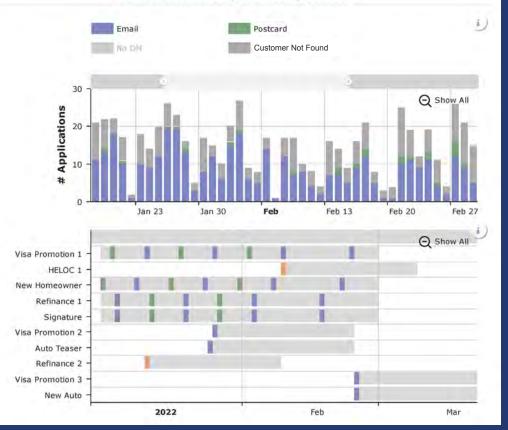
Determine if marketing is having an effect on customer churn, net promoter and more.

### CAMPAIGN SUMMARY REPORT

#### Campaign Summary (All Campaigns), Q1. 2022

		Email	P	ost card		No DM	10	Customer		Total
Product	# Apps	Dollars	# Apps	Dollars	# Apps	Dollars	# Apps	Dollars	# Apps	Dollars
All Loans	502	\$12,291,376.74	52	\$4,665,027.48	5406	\$45,437,212.98	223	\$16,085,692.52	3499	\$57,475,309.72
Refinance	234	\$1,670,700.00	36	\$250,200.00	1081	\$4,016,442.71	110	\$358,650.00	1461	\$6,295,992.71
Home Equity	78	\$3,772,450.00	20	\$681,500.00	453	\$31,501,146.82	53	\$3,362,499.00	604	\$39,317,595.82
HELoC	53	\$2,735,999.00	14	\$584,500.00	300	\$23,284,591.96	41	\$2,519,999.00	408	\$29,125,089.96
Home Equity	25	\$1,036,451.00	6	\$97,000.00	153	\$8,216,554.86	12	\$842,500.00	196	\$10,192,505.86
Auto Loans	162	\$3,848,226.74	33	\$733,327.48	536	\$11,796,252.08	106	\$1,950,810.52	837	\$18,328,616.82
Visa		1			216	\$2,401,271.37	35	\$384,133.00	251	\$2,785,404.37
Signature					266	\$722,100.00	10	\$29,600.00	276	\$751,700.00





Easily see how your campaigns are impacting sales, customer loyalty, and employee performance. See breakouts by product type, campaign type, and determine which mixture of touches are most influential to a customer or prospect.



# REFERRAL MANAGEMENT



With Datava's sophisticated Referral Management, send, track and report referral opportunities in real time between departments. Cut response time with rapid, multi-directional communication and maximize cross-sell by providing the right recommendations for customers' needs. Utilize detailed reporting and analytics to better understand referral opportunities or incentivize your employees.

### THE DATAVA DIFFERENCE



### IMPROVE RESPONSE TIME

Real-time routing notifies employees of opportunities as they happen and ensures the referral is sent to the right person in the right department for faster follow-up.

### ACQUIRE NEW CUSTOMERS

Enable your front-line staff to refer products and services to new customers, linking opened accounts to the referrals.

### EXPAND CUSTOMER RELATIONSHIPS

Build trust and deepen relationships with your customers by recommending beneficial products that correlate with their actual needs and life events.

### COLLECT VITAL INFORMATION

Referral forms are dynamic, based on the type of referral that is being made. Track the full history of referrals and view detailed reporting and analytics.

#### MAXIMIZE CROSS-SELL

Grow your share of wallet with your customers by identifying and acting on sale opportunities.

### TRACK SUCCESSFUL REFERRALS

Our system closes the loop by identifying successful referrals and reporting those on employee scorecards, as well as calculating incentives.

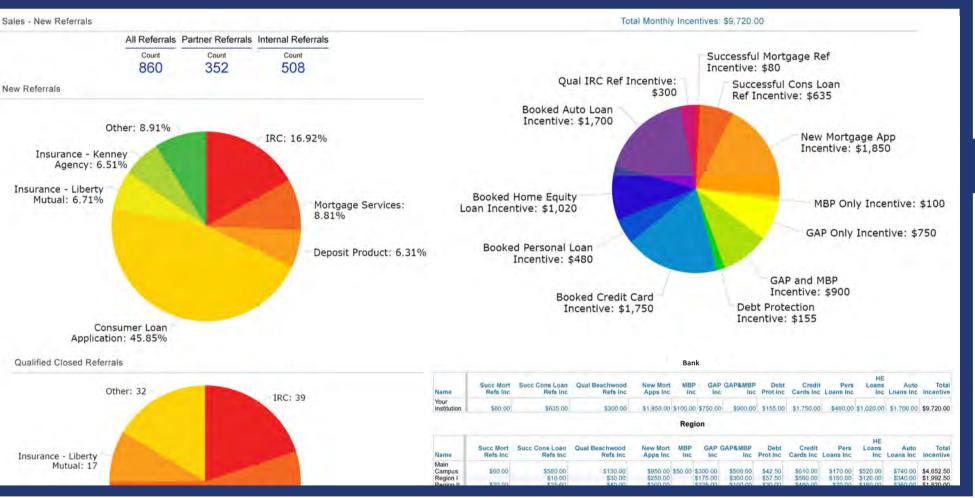
New Referrals

Insurance - Liberty Mutual: 6.71%

Qualified Closed Referrals

Insurance - Liberty

### REFERRAL MANAGEMENT INTERFACE







With Datava's Indirect Lending tools, we help you fully streamline your dealer management operations and uncover new opportunities you might have otherwise missed. We increase the performance of your indirect lending team through our goal and incentive system.

From scheduling follow-ups and integration with Google Maps™ to understanding the quality of your loan applications and which dealerships are the most profitable, we simplify the process from start to finish.

#### DEALER MANAGEMENT

We help you optimize all aspects of your relationship with dealerships, as well as provide tools to facilitate streamlined, quick and thorough communication.

#### SITE MAPPING

Integration with Google Maps<sup>™</sup> allows you to map dealerships and optimize site visits.

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#### **GOALS AND INCENTIVES** Set goals, incentivize and

manage your indirect lending team more efficiently with easyto-understand dashboards.

### SCHEDULE FOLLOW-UPS

Make scheduling follow-ups with your dealerships an automated and painless process.

### PROFITABILITY AND QUALITY Enjoy a full picture of the quality of the

Enjoy a full picture of the quality of the loan applications your dealership partners are sourcing, and understand better which dealerships are the most profitable.

### -><- DYNAMIC INTEGRATION

Pull in data from CUDL. Dealertrack RouteOne and other sources. Integrate with your core data to match applications to booked loans.



With our appealing and user-friendly dashboard, enjoy a comprehensive overview of your dealer relationships. Determine the average credit score, the number of received loan applications, and how many were approved, rejected or declined. Help determine the quality of the dealer relationship and identify ways to develop a stronger partnership.

## INDIRECT LENDING DASHBOARD

∃ Dealerships							
AUTO LENDERS LAKEWOO ×							
P Information Relationships	Data Center	COM	Center	Report View	31		
	Dealership Info						Contact Info
	Unique RefNum     Name     CUDL Dealer ID     Dealer Track Dealer ID     RouteOne Dealer ID     Source      Group     Channel	329 FORD LAKEWOOD 1540564 0465022 05555 ☑ CUDL ☑ Dealer Track ☑ Route One FORD		1	*+		Q Contact     JON HUGHES       O Contact Email     ION@/FORDLAKEWOOD.COM       Phone     (732) 382-8844   All Contacts       Q ION HUGHES
	40 30 20 10 5 Jun	Jul Aug			Sep	1 820 780 - 760 - 740 - 720	Jun Jul Aug Sep Oct
	Funded App Received			Approved Countered	Declined		Average FICO (funded) Average FICO (received)





## BUSINESS INTELLIGENCE



You can't know what works without tracking metrics. Get accurate, actionable information from your data for any area in your organization. Dig deeper with cutting-edge algorithms, data-rich KPI's and clear visualizations that offer your team the ability to tell better stories with better data.

### THE DATAVA DIFFERENCE



### MAKE SMARTER BUSINESS DECISIONS

Gain a competitive edge by drawing on all available data to identify which actions promote growth, such as ensuring your products meet customers' needs or monitoring trends to predict customer behavior.

### TRACK & UNDERSTAND OVER 1000 METRICS

Track any metric over any time scale, whether it's by day, week, month, quarter, or year. Understand those metrics at the region, branch, employee, and customer level.

### ACTIONABLE, DEPLOYABLE DASHBOARDS

Build, create, share, and deploy your dashboards to individuals or user roles throughout your entire organization.

### **S** MAXIMIZE OPERATIONAL EFFICIENCY

Institute a data-centric focus to assess operational performance. Understand whether resources are being allocated efficiently, or identify exactly what is needed to strengthen your organization and achieve future objectives.

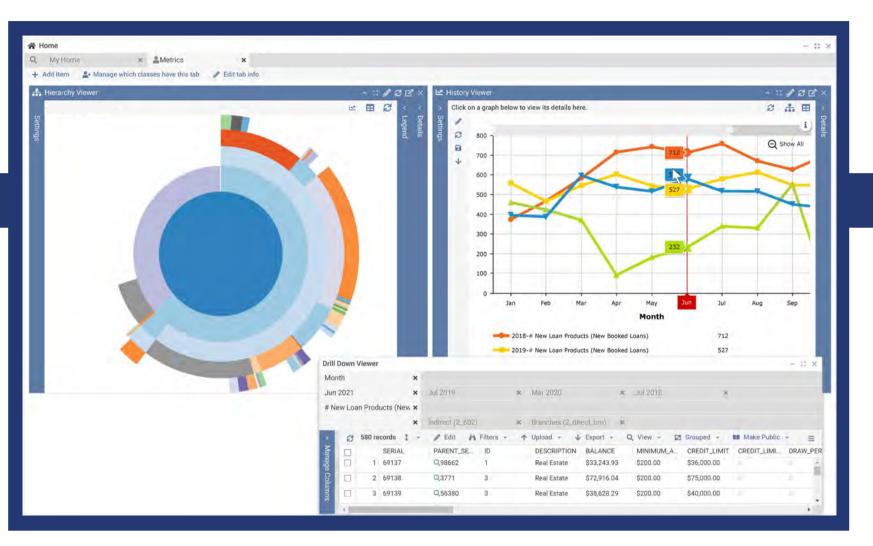
### ENHANCE COMMUNICATION, DRILL DOWN, & AUDIT

With any metric, you can drill down and audit the underlying data as well as better communicate by setting up proper role-based access to ensure everyone on your team can access the same data at the same time.

### SEDUCE RISKS & INCREASE PROFITABILITY

With Datava's BI tools, you'll have a complete picture of your institution to proactively mitigate risks and identify opportunities for growth.

### BUSINESS INTELLIGENCE DASHBOARD



Datava's hierarchy visualization tool allows you to quickly understand all levels of any metric from the bank down to the employee, giving you the flexibility to track macro and micro trends over time and identify if a metric is going up or down.





With Datava's Loan Application Pipeline Module, gain a better understanding of your pipeline from application to close to ensure your loan application process is seamless and successful.

Your employees need and your customers want a faster, smoother, and more personalized loan application experience. Datava's automated scheduling reduces time to close. increases funded rates, and improves the quality of your applications. Datava's system automates manual processes and facilitates customer interactions.



### THE DATAVA DIFFERENCE

### CLEAR PIPELINE PICTURE

Enjoy a clear view of your loan application pipeline, from first outreach to approval.



### **CUSTOMER-CENTRIC JOURNEY**

Deliver a frictionless customer journey from application to close that drives growth, increases productivity, and deepens customer satisfaction.

### TRANSFORM YOUR TEAM

Track all aspects of your pipeline and the success of your team. Fully understand how to make your team more efficient, and provide them with the tools they need in one central location.

### 

Improve the quality of the applicants that are coming in, and increase the disbursement rate of your loan products.



#### PERFECT THE CLOSING PROCESS

Streamline traditional, hybrid, and fully digital closing experiences. Increase your close rates and walk your customers through the loan closing process with minimal effort.

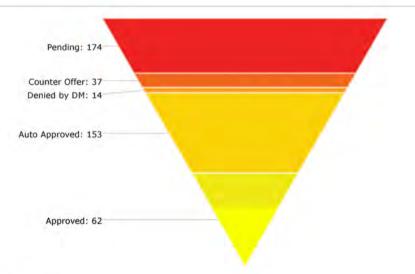
### NEVER MISS FOLLOW-UPS

With our automated follow-up scheduling, your team can more easily stay on top of each application and successfully recover inactive loans.

# LOAN APPLICATION PIPELINE DASHBOARD

#### Current Loan App Pipeline Summary Your Institution

Current Pipeline for Your Institution



#### Your Institution Pipeline By Product Type

		Pending			Counter Offer			Denied by DM			Auto Approved			Approved			Total
Product	Apps	Dollars	Avg Days	Apps	Dollars	Avg Days	Apps	Dollars	Avg Days	Apps	Dollars	Avg Days	Apps	Dollars	Avg Days	Apps	Dollars
All Loans	174 39%	\$6,640,452.21 48%	254.8	37 8%	\$889,640.64 6%	12.8	14 3%	\$332,558.78 2%	35.4	153 34%	\$2,505,037.54 18%	158.6	62 14%	\$3,311,898.58 24%	86.7	440	\$13,679,587.75
Credit Card	16 36%	\$39,000.00 20%	441.3	7 15%	\$11,500.00 5%	19.1	0%	0%	2	17 38%	\$114,150.00 <mark>58%</mark>	137,9	4 9%	\$29,000.00 14%	415.3	44	\$193,650.00
Closed End	99 33%	\$2,749,953.21 39%	315.0	26 8%	\$510,140.64 7%	11.5	14 4%	\$332,558.78 <mark>4</mark> %	35.4	134 44%	\$2,383,887.54 	156.1	25 8%	\$964,898.58 13%	136.4	298	\$6,941,438.7
Line of Credit	59 50%	\$3,851,499.00 58%	103.3	4%	\$368,000.00	9.5	0%	0%		2%	\$7,000.00 0%	503.0	33 33%	\$2,318,000.00 35%	9.3	98	\$6,544,499.00





Datava's outbound prospecting tool unleashes your sales team to work effectively and efficiently.

Our solution provides the perfect mixture of advanced analytics, information. and functionality with simple, easy-to-use dashboards, forms, and data. This gives your sales team only the information they need, at the time they need it, in the way they can best use it.

### THE DATAVA DIFFERENCE

### PROSPECT PROFILING

Grade prospects on likelihood to close, contact value, and more to forecast revenues.

#### SCHEDULING $\overline{}$

Automate follow-up scheduling, sync calendars, and view tasks to ensure nothing falls through the cracks.

#### MANAGER DASHBOARDS **≌**íĭí ≖

Easily see how each employee is performing in every key area, and directly interact to make sure you always know what's going on.



### **PIPELINE MANAGEMENT**

Use customized dispositions and pipeline reporting to determine the right flow of each prospect.



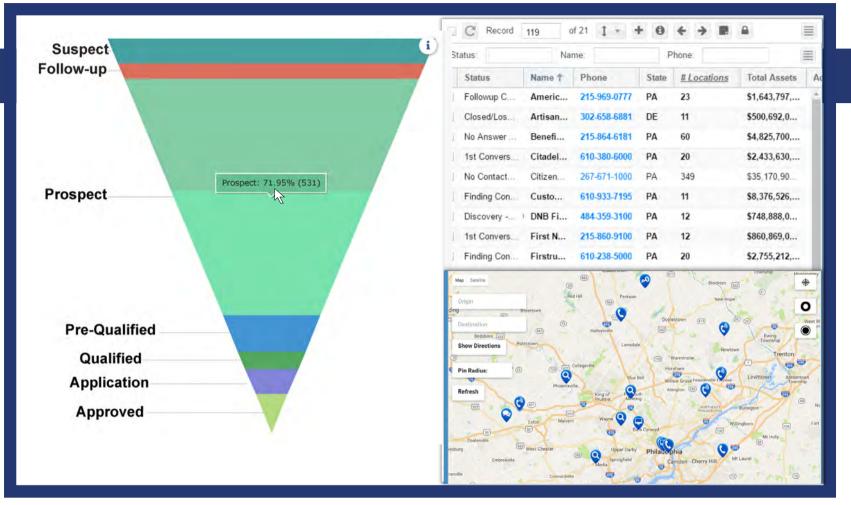
### AUTOMATED NURTURING

Warm leads with integration to outside marketing automation platforms. or use Datava's internal nurturer.



View the location of all of your prospects, with customized icons to indicate their disposition to help you plan out visits that will be most effective.

# OUTBOUND PROSPECTING TOOLS



With configurable status' and follow-up cadences, outperform and transform your prospecting framework with our pipeline management tools. Schedule and track calls, plan visits, to your top prospects with our mapping feature.





Datava can provide you with the highest level of predictive analytics tools to help you answer the questions you need to know.

Improve your business processes, get the insight you need to make the right decisions for your business. Make your bank the best it can be tomorrow by utilizing the valuable information about yesterday.

### SMART NEXT BEST PRODUCTS

Incorporate customer account behaviors, demographic information, time of year, customer specific information and more to dynamically identify what is the next most useful product to offer the customer.

### **ROOT CAUSE ANALYSIS**

Uncover root causes to lost productivity, lost sales opportunities, and other process inefficiencies that are costing the bank money.

### Q IDENTIFY KEY PERFORMANCE INDICATORS

Learn which employee behaviors are key in moving the needle with your customers. Improve sales, customer satisfaction and your banks standards. **PROFITABILITY MODELING** Estimate profitability of locations, products, employees and customers using our profitability modeler.

### 

Schedule staffing based on historical sales volumes, weather predictions, and more. This eases scheduling burden on management, reduces over-staffed locations and improves customer experience through reduced wait times.

### AUTOMATED ANALYTICS UPDATES

At regular intervals, have your analytics updated to identify changes in the market, your bank or the next area that requires your attention.

#### Product

Business Loan Checking Accoun Checking Accoun Credit Card IRA Savings Shar Mortgage Personal Loan Primary/Seconda Share Certificates Youth Account Ch

Checking

Primary/Seconda Share C

Youth Accou

## PREDICTIVE ANALYTICS REPORT

	S	avings	Dollars	9			-	Loan	Dollars		-	-
	\$10.000+ \$				- Total	Product	\$10,000+			\$0+	<\$0	Tota
unts - Commercial unts - Consumer ares lary Savings - Commercial	337 1 27 449 2030 1905 40 58	298 3 33 586 504 2086 157 67	277 2 30 490 163 1133 162 43	543 46 19 4 157 29 339 73 62 16 632 74 67 56 63 15	1501 29 276 1937 2775 5830 482 246	Business Loan Checking Accounts - Commercial Checking Accounts - Consumer Credit Card IRA Savings Shares Mortgage Personal Loan Primary/Secondary Savings - Commercial	42 8 632 478 2202 58 6	29 1 8 498 433 1689 179 5	21 6 416 299 759 147 1	1409 28 254 390 1563 1178 98 234	1 2	150 29 276 193 277 583 482 246
es - Commercial Checking - Consumer		241 43	226 39	476 36 59 3	1306 155	Share Certificates - Commercial Youth Account Checking - Consumer	16 3	17	6	1267 150		130 155
ng Accounts - Commercial - king Accounts - Consumer - Credit Card - IRA Savings Shares - Mortgage - Personal Loan - Personal Loan - e Certificates - Commercial - count Checking - Consumer -		5,000				Checking Accounts - Commercial - Checking Accounts - Consumer - Credit Card - IRA Savings Shares - Mortgage - Personal Loan - Primary/Secondary Savings - Commercial - Share Certificates - Commercial - Youth Account Checking - Consumer -		5,000				
	\$10,000+ \$1,000+ \$100+ \$0+ <\$0			10,000			\$10,000 \$1,000+ \$100+ \$0+ <\$0	+		10,0		

Our robust statistics engine combined with our reporting functionality means you can determine everything from the confidence intervals of your models, to the increased amount of dollars that can be brought in through a change in coaching of your employees.





Why take chances with at-risk customers and compliance issues? Our closed loop Enterprise Feedback Manager keeps managers and employees on top of each customer issue from initiation to resolution.

Involve the right departments at the right time, and monitor the progress of each critical customer issue. Best of all, the system will provide easy access to compliance audit reports and performance dashboards.

### THE DATAVA DIFFERENCE

### AUDIT REPORTING

	Reduce regulatory headaches with simple, streamlined compliance audit preparation.	
	<b>REAL-TIME DASHBOARDS</b> Customizable, real-time dashboards provide you the oversight necessary to identify at-risk compliance issues and the current stage of resolution.	beh r
Q	ROOT CAUSE ANALYSIS Identify the root causes behind customer complaints and regulatory issues.	custo and s
	FOLLOW-UP SCHEDULING AND ALERTS Never drop the ball, with automated follow-up scheduling and alerts.	beh
Q	<b>ISSUE ESCALATION AND COLLABORATION</b> Easily loop-in other employees and collaboratively manage problems to resolution.	CUS
	<b>MOBILE FRIENDLY</b> Employees can work on issues anywhere, anytime with mobile case management.	

## PROBLEM RESOLUTION DASHBOARD

- Encourage employee haviors that most affect omer loyalty satisfaction.
- Eliminate employee naviors that result in stomer and regulatory
  - issues.







Datava's online training delivery system makes the goal of product knowledge fluency attainable.

Online, self-paced curriculum delivery combined with automated testing, training updates, and a comprehensive management dashboard keeps you on top of employee progress and allows you to pinpoint deficiencies.

Utilize the platform to train other finite skills such as compliance, policies, procedures, etc.

### THE DATAVA DIFFERENCE

ONLINE TRAINING DELIVERY

> Deliver and manage product knowledge, compliance policies, and other finite skills online, saving money and increasing effectiveness.

#### VIDEO FRIENDLY

Improve employee retention through multiple content delivery methods, including video content.

### SELF-PACED, SELF-DIRECTED LEARNING

Increase employee product certification levels and retention with self-paced, self-directed, customized knowledge delivery and testing.

### DYNAMIC EXAMS

Ensure employees are always up-to-speed with the latest information, with tests that are always changing.

### MANAGER AND FRONT-LINE DASHBOARDS

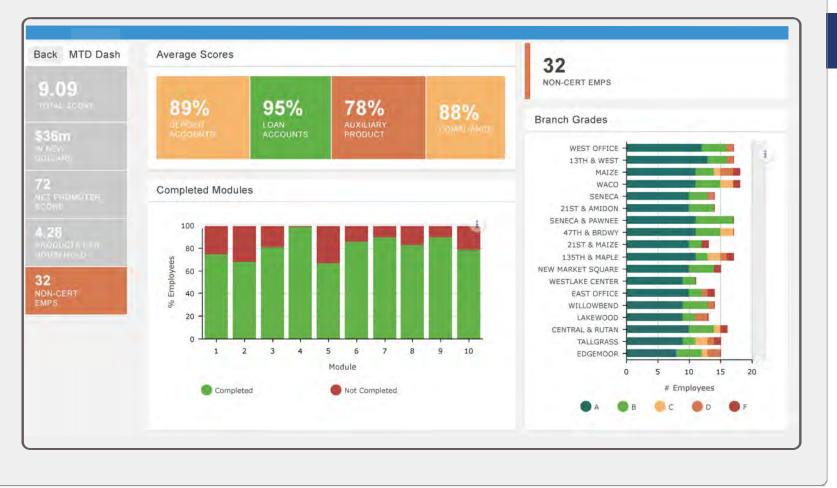
Employees can easily track their overall progress and get automated help. Managers can quickly identify areas that need improvement and push out additional training and testing.

### 

### **EMPLOYEE CERTIFICATION**

Automatically certify employees as they pass exams and require re-certification at regular intervals.

### LEARNING MANAGEMENT DASHBOARD



Efficiently monitor and identify employee product knowledge deficiencies. Improve customer retention by ensuring they receive accurate and targeted information from staff.







Experience end-to-end data management and curation as a service with Datava's proprietary method of collecting all data, optimizing its storage, mapping all tables into easily navigable structures, and continuously curating data for easy, actionable analytics. Use our integrated business intelligence tools to quickly deliver analytics, or use our API to query your data using your current analytics provider.

### THE DATAVA DIFFERENCE

### **CLOUD BASED**

The cloud allows for receiving diverse data and delivers access across your organization in a controlled way.

### TOP TIER SECURITY

Your data is safe and secure with always-on encryption, data protection against destruction, and IP address and role-based access controls

### X NO INTERNAL MANAGEMENT

Focus on what your bank does best, and let us manage the data for you.



### A DATA ORGANIZATION & VISUALIZATION

Organize your data in simple tree structures. Create custom views of tables with descriptive names, giving you a visual way to understand complex data.

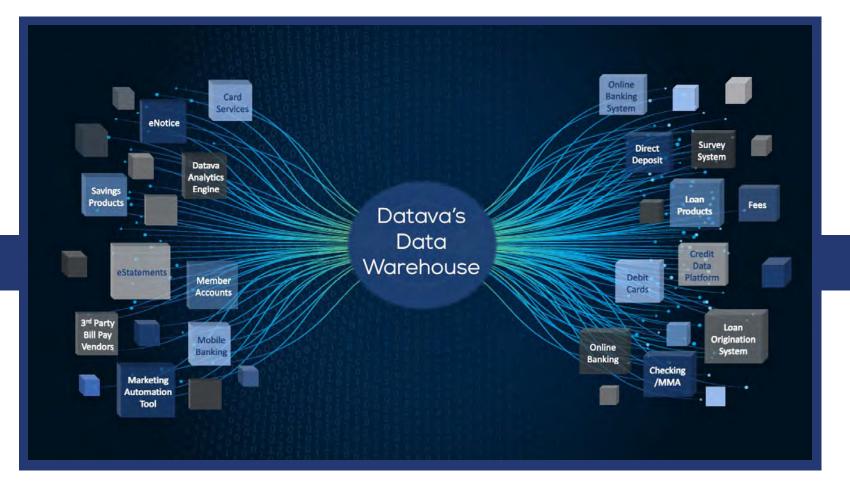
### **Q** USER PERMISSIONS

Choose who can see, modify, export, and upload data to ensure that the data gets to the right person in the right way.

#### **RELATIONSHIP MAPPING** ÷.

We map all relationships between the data in the system. Using our online navigation tool, you get single-click viewing of every relationship of a record in the system.

### DATA WAREHOUSE



With customers' data often disbursed across many different systems, our data warehouse is able to gather and fully curate that information. We provide you with a full picture of all your customers' accounts and a true 360° view of your customer. No other data fabric, management, aggregation, or analytics engine out there has the power to accomplish what Datava can for your bank.



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3440 Youngfield St Suite 361 Wheat Ridge, CO 80033 720-837-3177 www.datava.com info@datava.com

RELATIONSHIP MANAGER	GOALS AND INCENTIVE TRACKING	REFERRAL MANAGEMENT	DATA WAREHOUSE
ONBOARDING MANAGER	CAMPAIGN SUCCESS MANAGEMENT	BUSINESS INTELLIGENCE	AND MORE
INDIRECT LENDING	LOAN APPLICATION PIPELINE	OUTBOUND PROSPECTING	
PREDICTIVE ANALYTICS	PROBLEM RESOLUTION/COMPLIANCE	LEARNING MANAGEMENT	

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