

is treasury management a good fit for your long-term strategy?

Questions to Guide Your Leadership Team's Conversation



When it comes to deciding on whether or not a treasury management solution has a place in your organization's long-term strategy, it's not a one-person job.

It takes a team effort – whether you're the head of commercial banking, director of product management, or the CEO – to figure out if this investment is a good fit for your organization. To make the right call, start by asking a few key questions.

key questions to consider

✓ Regarding Your Business Banking Strategy:

- Do we want to attract larger commercial banking clients?
- Does our current partner provide the level of support necessary for our team to service our customers?
- Would we like our business banking solutions to generate revenue for our bank?
- Are we fitting all of our business clients into a one-size-fits-all solution that might not serve their needs?
- Are we planning to offer business banking services as a "package deal" with deposit and loan relationships to deepen the share of the relationship?
- Is process efficiency related to onboarding new relationships a goal?
- Does our business banking provider share their technology roadmaps and plans so we understand the direction and future of their platform?



✓ Regarding Features and Functionality:

- Is our current business banking solution a tough sell to prospective clients?
- Is our current solution scalable enough to support future growth and increasing transaction volumes?
- Do we offer a full set of check and ACH fraud mitigation tools?
- Does our solution integrate smoothly with clients' AP/AR systems?
- Do the transfer and reporting capabilities support deposit growth goals?
- Do our current clients handle a high volume of ACH or wire transactions and find a more basic interface difficult to use?
- Does our solution offer a variety of payment capabilities to support more complex needs?
- Do our business users find it frustrating to constantly download app updates to get the most up-to-date functionality?



If these questions resonate with your team, it's time to explore how a treasury management solution could elevate your organization. The right solution can support your long-term growth strategy by streamlining operations and meeting the demands of today's commercial clients.

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Article

[Revolutionizing Profitability: Drive Deposit Growth with Innovative Commercial Banking Technology](#)

Article

[Unlocking Excellence: How Treasury Management Can Transform Your Accountholder Experience](#)

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