

# Banking Technology

## -A Change Agent for SME in India

**USA = Innovation**

**India = Entrepreneurship**

# SME - Backbone of economy

✓ Today's Giants....yesterday's SMEs:

✓ Kirloskar

✓ Motilal Oswal

✓ Alkem Laboratories

✓ IIFL

✓ Muthooth Finance

✓ Devil is in Details and all these enterprises have built every bit by themselves by going into details - by themselves....

✓ No one recalls the list of names which failed because they could not reach these levels.

# Every SME needs to do:

- ✓ Accounting and the accountant management
- ✓ Invoice/Bills and Payment Processing
- ✓ Payment execution
- ✓ Billing, Collections & Reconciliation services
- ✓ Tax & Duty payment/planning/management
- ✓ Arranging working capital and long term finance
- ✓ Bank Guarantee
- ✓ Arranging working capital & long term lending
- ✓ Stock management and finance against warehouse stock
- ✓ Escrow service
- ✓ Audits
- ✓ Advisory/consulting

**Single entity doing all this - Superman...**

## **Entrepreneur & SME need:**

- ✓ **Support**
- ✓ **Nurturing**
- ✓ **Investments**
- ✓ **Technology**

**And a lot is available.....**

# Available Technologies

YES BANK

## ✓ **Google “JumpStart” for SME**

—Opportunity to increase online business

## ✓ **Tally and other similar accounting packages**

—a mini ERP to facilitate accounting, stock management, bill generation, balance sheet and P&L management, Bank Reconciliation

## ✓ **Microsoft cloud computing service**

—Low Cost, Scalable and Obsolescence proof shared solutions

## ✓ **Money Monitor**

—consolidate all accounts into a SINGLE SCREEN and MONITOR the transactions across various Banks

## ✓ **Online Bill Discounting services**

—money is tracked and collected by the Banks automatically

**Can I further accelerate biz....**

**YES!**



## Applied Banking technologies to look for:

- ✓ **Demand Draft Assurance exchange**
  - SME can release goods on the spot without fear of fake DD
- ✓ **Card payment solutions for SME**
  - Prepaid cards, dispatch linked to funding in cards
- ✓ **Mobile Payments of NPCI**
  - IMPS technology allows payment 24x7
- ✓ **Write cheque without worrying about frauds**
  - A random number cheque series
- ✓ **Embedded Banking Services**
  - offer accounting & management advice embedded services

**Can I Bank in my drawing room....**

**Well closer to it ....  
....think synergy!**

# ...a step before banking....



- ✓ **Deposit Cash with BC agents** for fast credit to account
- ✓ **Deposit Cash at Machine & transfer** to other Bank
- ✓ **Funding linked dispatch trigger to Godown** - Logistics
- ✓ **Online invoicing service** - trigger collections
- ✓ **Trade finance online** - save your Bank visits
- ✓ **Integrate Invoicing & Collection** - To do for Bank!

**Isn't the bank close by?**

# Question is....Can we also have -

**YES**  **BANK**

- ✓ Shared service hub to support account related work
- ✓ Technology trained accountants
- ✓ Shared Warehousing and linked financing
- ✓ Online order system - end 2 end
- ✓ Bill discounting - Automatically
- ✓ Shared ERP solution - on mobile for my sales people
- ✓ Common Cash management Services - at low cost
- ✓ Large corporates connected to SME customers
- ✓ SME sales propelled - cross selling to Bank's customers

**...coming soon!**

**Thank You**