

UNDERSTAND YOUR RETURN ON INVESTMENT WITH AXIOM PLANNING

How Axiom™ Planning improves budgeting, reporting, and scenario modeling to optimize earnings

To deliver consistent return on investment (ROI), budgeting and planning solutions must provide accurate, value-added analysis in an efficient software platform.

Hobson & Company, a third-party research organization focused on total cost of ownership and ROI studies, conducted in-depth interviews with 12 financial institutions and found that Syntellis' Axiom™ Planning solution drove exceptional efficiency and profitability.

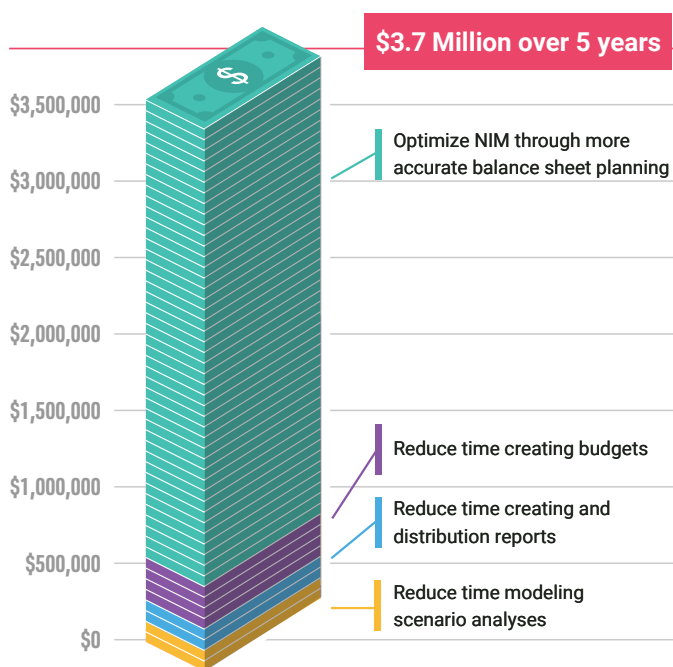
A typical institution with \$5 billion in total assets sees a 60% reduction in time creating budgets, 50% faster

reporting, 50% faster scenario modeling, and a 1.5 basis point improvement in net interest margin (NIM) from more accurate balance sheet planning.

For a credit union with \$5 billion in total assets, payback would occur in **8.1 months** and generate a total **ROI of 228%** over five years (26.8% annualized), given NIM of 3.1%, average earning assets of \$4 billion, average assets of \$4.4 billion, and return on assets (ROA) of 0.84% — with planning staff that includes one finance manager, two finance analysts, and 40 budget users.

For a bank or other financial institution with \$5 billion in total assets, payback would occur in **7.2 months** and generate a total **ROI of 269%** over five years (29.8% annualized ROI) through improved efficiency and increased profitability, assuming net interest margin of 3.4%, average earning assets of \$4.6 billion, average equity of \$600 million, return on equity of 15%, and the same staffing levels.

Monetary benefits of Axiom Planning to a \$5 billion bank over five years



A typical \$5 billion bank would see **payback in 7.2 months** and generate an **ROI of 269%** through budgeting and reporting efficiencies and more accurate balance sheet planning.

Axiom Planning provides financial institutions with tools that empower collaborative financial and operational budgeting, periodic reforecasting, cash flow-based balance sheet planning, scenario analysis, and long-range strategic planning.

60% Reduction in time creating budgets

Axiom Planning automates data feeds from numerous sources such as core application, general ledger, human resources, fixed assets, and detailed loan and deposit systems. Axiom also offers permission-based security, workflow capabilities, and immediate data aggregation to streamline processes.

"One of the biggest contributors to faster budgeting was moving from 262 budget workbooks to 20 budget/forecast workbooks using Axiom."

- VP, Director Financial Planning and Analysis

50% Faster report creation and distribution

Axiom Planning houses all data in one system — financial and operational data, KPIs, budget, and funds transfer pricing (FTP) — for a flexible and robust framework that automates budget and report creation and distribution.

"We've shifted focus to better utilize our resources on data analysis rather than data preparation."

-SVP, Managing Director of Finance

50% Faster scenario modeling

Axiom Planning helps financial institutions assess the impact of changing market conditions — including interest rates, loan growth expectations, pricing changes, funding mix, and personnel and salary assumptions — with scenario modeling designed to help executives determine when to change strategies.

"Axiom is very nimble. We ran nine scenarios related to COVID-19 in just two days."

- Chief Financial Officer

1.5

Basis point improvement in NIM through accurate balance sheet planning

Axiom Planning uses interest rate forecasts, runoffs of existing balances and rates, prepayment assumptions, impact of new originations, and optional FTP rates to accurately predict projected earnings, balances, yields, and FTP spreads. Axiom also calculates cash flows at the record level, aggregating them into planning portfolios to improve accuracy in net interest margin planning.

"We use Axiom to model the impact of rate changes and create scenarios about what will happen to ROA and capital ratios. We examine where income is lagging or gaining and the overall impact on the organization to get the right balance sheet mix to achieve maximum return."

- VP, Accounting and Performance Analysis

Streamline budgeting and improve planning accuracy with Axiom Planning

- Streamline **budgeting and reporting** by consolidating budgets across the institution
- Amortize individual customer records into cash flows and aggregate to any level with **cash flow forecasting**
- Monitor and model the impact of market and institutional changes using **periodic forecasts**
- Understand the impact of changes and their effects on budgets and forecasts through **scenario analysis**
- Drive goals and initiatives that advance your strategy with **long-range planning**

To get your own personalized ROI analysis for Axiom, contact your Account Executive, or [contact us](#).

To learn more about how Axiom Planning can help your institution, [visit our website](#) or [request a demo](#)

Disclaimer: The return on investment (ROI) and other financial calculations performed by Hobson & Co. are based on data provided by Syntellis clients and various assumptions and estimates only. The actual ROI realized by clients may vary from the estimates provided. Syntellis offers this tool to assist clients with evaluating performance management solutions; however, Syntellis and Hobson & Company are not responsible for the accuracy of any estimates.