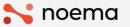




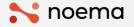
# Project Financing for Development Banking A partner you can Trust

# OMS: Operations Management Solution for Development Banks



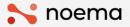


- Our Operations Management Solution is the only solution in the market that is built to meet the particular needs of Development Banks
- Built with best-in-class components and supporting open standards to guarantee security, efficiency, and interoperability:
  - SAP Loans Factory
  - Out-of-the-box integration with the rich SAP ecosystem, leading ERP/backend systems
  - Proven integration with Payment/Clearing and ancillary systems (ECM, BPM, CRM, etc)
  - Advanced user interfaces for Web, Mobile, and Applications
- Over 10 years of operation with leading Development Banks
- Support for Conventional as well as Islamic Finance





# Project Definition & Pipeline





- Centralized Project Portfolio
  - Define Projects and their characteristics
  - Support for Conventional and Islamic Financing
- Integrate with CRM to segment target groups and plan specific campaigns that address them
- Multichannel capabilities build on open standards
- Integrate with Strategy / Goals
   Management and KPI monitoring at various levels

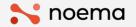


#### Project Definition & Project Pipeline

#### **List of Supported Processes**

- Project Programming
- Reusable Processes
  - Regional Network Request
  - Bank Secretariat Request
  - Board of Executive Directors Request
  - Operations and Policy Request
  - Dues Request
  - Business Partner Creation Request

# Offer Appraisal & Approval





- Business processes are supported by a flexible, efficient and highly automated Business Process Management Engine
  - Human and Machine Task integration
  - Detailed reporting identifies process inefficiencies, bottlenecks and streamlining opportunities
- Integration with Organization Chart, tasks are assigned to roles and positions, not to named individuals
- Integration with Document and Content Management solutions eases the burden of reporting for case assessment and evaluation



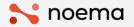
#### **Project Implementation**

#### **List of Supported Processes**

- Signature Specimen
- Cancellation
- Freeze
- Unfreeze
- Opening of Special Account
- Special Account Closure
- Disbursement
- Financial And Physical Closure
- Extension of Dates
- Additional or Supplementary Financing
- Reallocation of Funds
- Tender
- Revise Procurement Plan

- Change of Scope
- Utilization of Savings
- Addendum Financing Agreement
- Addendum to Contract
- Refund
- Contract Activation/Modification
- Special Account Activation/Modification
- Non-Contractual Expenditure
- Activation/Modification
- Guarantee Activation/Modification
- Apply Contingencies
- Change Co-Financier Amounts
- Project Implementation Appraisal Report
- Execution

#### Loan Management





- Highly flexible and comprehensive
   Disbursement and Collections calendars
- Disbursement process supported by the BPM Engine and its Security and Authorizations framework
- Disbursements can be tied to specific events / progress milestones / conditions met
- Integration with SWIFT and multiple message types
- Disbursement and Dues progress status can be made visible to all interested parties



# Offer Appraisal & Approval

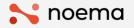
#### **List of Supported Processes**

- Preparation and Appraisal
  - Preparation
  - Appraisal

#### Approval

- Approval
- Signing
- Effectiveness
- Termination







- Solution supports the concept of "Project Management", suitable for Development Institutions and the types of Financing offered by them
- Comprehensive reporting capabilities from a single source of truth, from Project inception to completion
- Integrated development and administration environment makes it easy to modify existing processes or Projects to ensuring rapid Project development and response to market trends



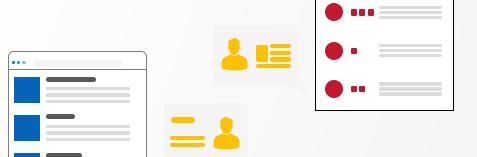
# List of Supported Processes

- Evaluation
- Completion Report Execution
- Post Evaluation Report Execution



#### **OMS: A Unified Working Environment**

Collaboration capabilities between Officers who can share notes, tasks and monitor the progress of work items



Unified working environment across business processes and departments, HQ and remote offices

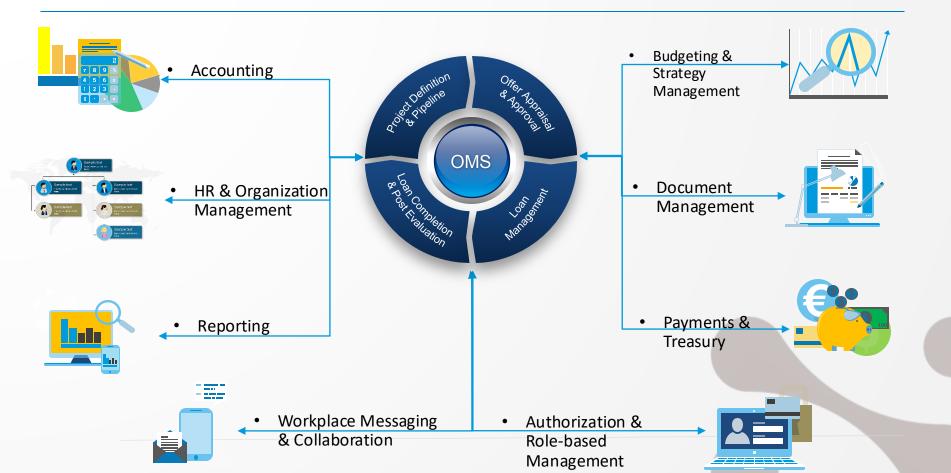
Seamless integration between different business solutions (Document Management, Loans Management, Reporting)



Extensive Auditing capabilities that record Who, When, and What was edited across data and parameters of all major business processes

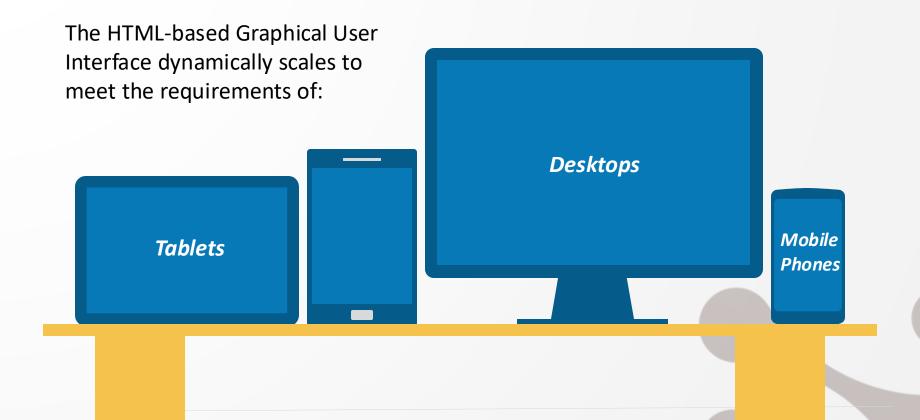


### OMS: Integration with Other Systems



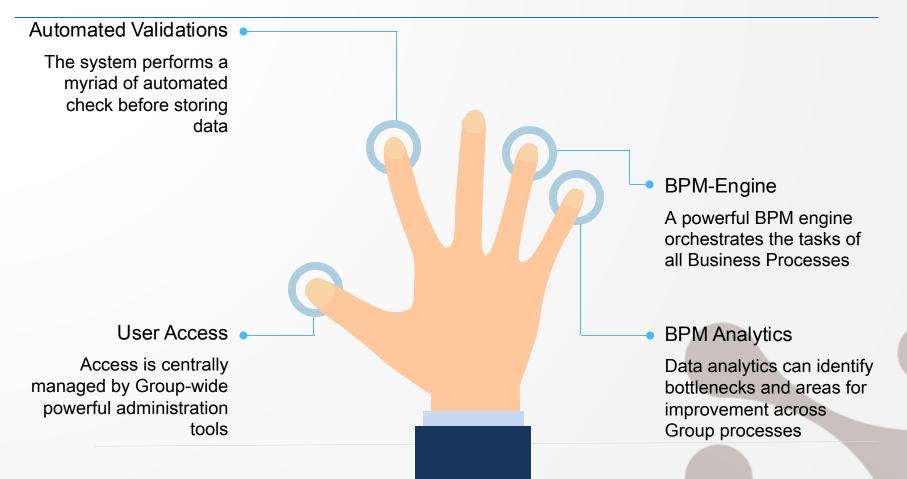


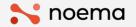
# Benefits: State-of-the-Art Mobility and Scalability





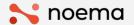
#### Benefits: Data Validation and Control



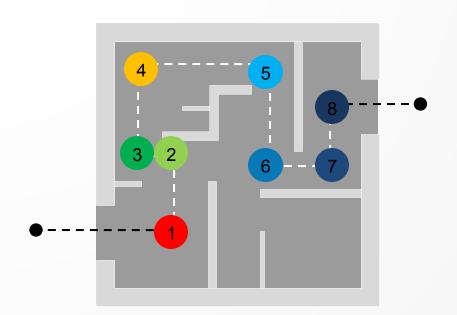


#### Benefits: Data Validation and Control





#### Benefits: Business Process Engine Orchestration



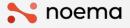
Business Processes are mapped inside a powerful BPM Engine which orchestrates Human and Machine tasks

Tasks arrive at the inbox of Users based on their Role and position in the Authorizations Matrix.

The BPM Engine Orchestrates all user tasks in a seamless and transparent way

Processes span across the Organization Chart (from Project Officer to Manager, Director to Vice Presidents) as well as Departments (from Operations to Legal, Finance and Treasury)

# Benefits: One Source of Truth for Reporting

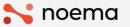




Project Officers are provided with a great number of reports to support day to day activities and ad-hoc requirement's

Managers, and Directors have access to consolidated reports and dashboards for their areas of interest.





- Why Our Solution and Approach?
  - Deep understanding of Development Banking, Project, and Operations requirements
  - Over 15 years of delivering advanced Project and Loan Servicing solutions
  - Over 15 years of designing, developing, and supporting User interaction screens in SAP UI5, React, and Angular technologies
  - Ready-made, parametric portfolio of complex end-to-end workflows specific to the needs of Development Banks
  - Exceptional delivery and partnership track record



Presence in

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# Regional

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