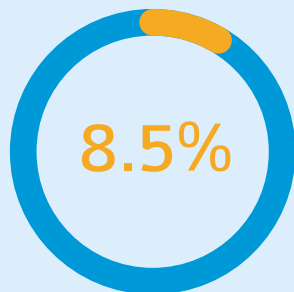


Intangent for Financial Services:

Propelling Your Organization to Success

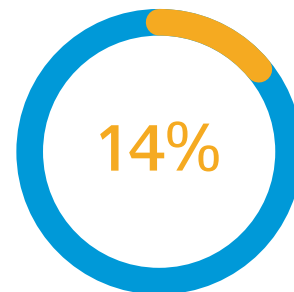
Financial services providers are challenged every day to stay ahead of the competition by offering their customers the best services and solutions possible. Sounds straightforward enough, but there are numerous internal barriers to cross to make this possible. Your organization needs to be equipped to centrally manage a distributed retail model; extract the best information from available data; meet regulatory and compliance demands; manage employee compensation programs; and continuously develop the best service offerings for customers.

Intangent's services and software solutions can help your organization create a unified approach to setting objectives, extracting sales analytics, meeting compliance requirements and implementing effective processes to speed past any barrier. With a decade of experience delivering quantifiable results for customers including Scotiabank, EverBank, Flagstar Bank and Zions Bank, Intangent gives your financial programs lift-off!



Intangent Understands Your Business

Financial organizations that deploy sales performance management see an 8.5% improvement in total team attainments of sales quota.



Intangent Services Can Help

Investing in a sales performance management technology can boost your customer retention rate by 14%.

Delivering Results

Intangent understands the challenges facing the highly regulated financial services industry. Things like compliance issues, and balancing client satisfaction with share of wallet. We deliver tailored solutions to meet your needs.

Incentive Compensation Management

Manage your employee remuneration with IBM Incentive Compensation Management (ICM) and gain better alignment between the customer-facing team and your revenue growth strategy. Intangent's ICM solutions ensure compliance with regulatory standards, clearing the path to business success.

Sales Analytics

Integrating disparate data onto one platform with analytics puts information at your fingertips for best decision-making. Intangent tools offer financial services businesses the ability to link sales, incentive programs, risk taking, and other data sets to provide a complete view of what drives team behavior.

Producer Credential and Lifecycle Management

Intangent lets you work smarter, not harder with IBM Producer Credential and Lifecycle Management (PCLM). This tool provides a more complete view of your business by automatically collecting all the information you need in one place. Compliance and onboarding are where PCLM shines, easing your administrative burden and reducing your reliance on pen and paper. Connect your disparate data sources for licenses and appointments to ensure you have the right tools and the right people in the places they need to be.

“Intangent training was a great experience. The class was paced perfectly for my learning style, the examples were applicable to my own company and build, and the trainer was competent, informed, and excited about the subject matter. I was able to ask questions about my own build and my own experiences, and Intangent came to the rescue - answering questions, applying them to everyone in the class, and getting me excited to take what I learned back to the office.”

Marybeth Long, Zions Bank

ZIONS BANK

The Bottom Line

Intangent's solutions fit for the financial services industry enables rocket-powered results.