



US Banking on the Cloud



TCS BaNCS Cloud for Banking delivers instant advantages for U.S. community banks

By **Joel Rosenberger**, Business Development Manager, TCS Financial Solutions, and **Shelli J. Clarkston**, Risk Officer, TCS BaNCS Cloud

The United States has approximately 2,000 community banks. These range in size from those with less than \$100 million in assets and a few branches to much larger entities with \$10+ billion in assets.

Despite the diversity of the sector, a majority of these community banks rely on three legacy vendors of core banking solutions. These providers have grown by acquisition to strengthen their grip on the marketplace over the past two decades.

Community banks typically sign multiyear contracts for core banking. Yet when it's time to renew, it's often difficult for a small community

banks to contemplate the financial and logistical challenges of a core banking renewal project, especially within a short time window. Given the challenges involved, community banks have been slow to switch core banking providers.

Furthermore, Peoples State Bank the big-three U.S.-based vendors have generally merged towards similar offerings in terms of features, functionality, and pricing. Consequently, switching providers would involve new costs without significant new benefits. When one community bank acquires another, they are commonly left with different

core processing systems that require an expensive, quick merger to a single platform.

That's how some community banks, such as Peoples State Bank in Kansas, have ended up searching for a more complete solution to seamlessly convert multiple core banking systems to a single core platform that more appropriately addresses the needs of community banking.

Fortunately, there's a new way for community banks to grow and transform, using a modern core banking solution that delivers technological advantages and lower costs on the futureproof technology

AT A GLANCE

Company: Peoples State Bank

Headquarters: Manhattan, Kansas

Business Challenge: To consolidate three different core platforms onto a unified core platform to support digital transformation.

Solution: TCS BaNCS Cloud for Banking



Peoples State Bank

Peoples State Bank (PSB) is a Kansas-based community bank with roots in agricultural lending going back to 1897. Over the years, PSB and its merged entities ended up with three different core platforms, plus various front office and teller systems including general ledger and reporting.

To meet the evolving needs of its customer base, PSB sought to expand its retail, commercial, and SMB banking services with a full suite of digital services. Yet the bank's three legacy core vendors were unable to provide adequate solutions at the right price point. That sparked the search for a better approach to achieve growth and transformation.

PSB selected TCS to unify its core platform and ancillary solutions with TCS BaNCS Cloud for Banking™, a market-ready, API-driven digital banking solution. In full compliance with U.S. and state banking regulations, TCS BaNCS Cloud offers rapid SaaS delivery of the largest collection of components, enterprise and consumer apps for the financial industry.

In a rapid deployment, TCS transferred business processes and data from PSB's three prior core banking deployments onto TCS BaNCS Cloud. TCS also integrated

various third-party solutions with TCS BaNCS, enabling PSB to simplify its technology onto a one-stop, one-vendor, one-contract solution.

"TCS has committed to a long-term partnership with our bank," says Jon Pope, CEO, Peoples State Bank. "With TCS BaNCS as the digital core, we have integrated all our processes, from product development to customer services."

TCS BaNCS Cloud has enabled PSB to modernize its front end with a mobile banking app that offers services such as account opening, statements, money transfers, and bill payments.

"We are able to provide an omni-channel experience across all customer touch points while also ensuring regulatory compliance," says Pope. "The solution allows for rapid scalability and is helping us on our path towards innovation as well as in expanding our footprint to larger communities."

The new platform has enabled PSB to deliver a superior customer experience, gain real-time money movement capabilities, quickly create and launch new products, connect with the larger banking and fintech ecosystem, power its geographic expansion and cater to the needs of the new millennial demographic.

"We are very happy to have partnered with TCS in this journey," says Pope.

About TCS BaNCS Cloud for Banking

TCS BaNCS Cloud for Banking helps banks cater to customer needs throughout their life journeys, based on anticipated requirements and over the device of their choice. It is a collection of loosely coupled components, services and APIs that align to standards from BIAN and IFX, supporting a wide range of technology environments seamlessly, laying the framework for both digital and analytics preparedness. It supports a variety of products and services covering assets and liabilities and can fit the business and operating model of a bank with an assured 24x7x365 availability.

"Community banks like PSB want to give their customers superior digital banking experiences and launch innovative solutions and products to meet their customers' needs," said Venkateshwaran Srinivasan, Head, TCS Financial Solutions. "TCS BaNCS offers small to medium-sized banks in the US a quick and easy path to digital transformation that helps them realize this vision."



Jon Pope,
CEO, Peoples
State Bank

FAST FACTS

Chartered in 1897, Peoples State Bank is a widely recognized agriculture lender in Kansas and has the sought-after status as a United States Department of Agriculture (USDA) Farm Service Agency (FSA) Preferred Lender in the FSA's Preferred Lender Program (PLP). In addition to its agricultural lending, Peoples State Bank offers a broad range of products and services including commercial and consumer lending as well as variety of retail deposit offerings.