

Brochure

# Make the move to digital



## HP Digital Transformation Methodology for Financial Services (FSI) organisations

HP is working with organisations like yours around the world to reassess the relevance of paper-based processes and documentation in daily operations.

# Let us help you find your way to digital transformation

## Modernisation challenges

As FSI organisations are well aware, change is the one thing you can count on. Worries abound over disruptive technologies, such as blockchain, and regulations like PSD2, GDPR, MiFID II, and others. At the same time, FSI organisations' legacy systems and technologies, discreet repositories of data and information, and paper-intensive processes make it difficult to keep up with emerging regulations and meet increasing customer expectations.





















FSI organisations need a path from paper-based documentation and transactions to a future driven by new devices, new technologies, and an evolving workplace.

## A clear way ahead

HP's Digital Transformation Methodology supports continual service improvement. Our systems and industry experts have the tools and experience to help you achieve a more productive, secure, and profitable future, bringing a number of benefits:

- **Innovation:** See what is needed to conduct a successful digital transformation roadmap.
- **Compliance:** HP has the framework to align with regulations and industry best practices.
- **Leadership:** HP is a trusted, leading industry provider of hardware (imaging and personal systems), software, and services.
- **Flexibility:** HP offers a layered approach to help customers choose the relevant digital transformation roadmap and functionalities that's right for their business.

## HP Digital Transformation Methodology

HP involvement	Analyses and activities		Outcomes	
			<b>Digital transformation proposal</b>  Optimise document workflow  Introduce Device as a Service  Reconfigure MPS	 Implement & control
			 Analysis over one or two business cycles	 Measure
 FSI industry consultants Solutions consultants  FSI solutions portfolio	 <b>Industry benchmarking</b> • Benchmark data • Security analysis • Industry comparison	<b>Business insights</b>  • Content analysis • Workflow analysis • Time-based comparison <b>Focus on business functions and paper-based processes</b>	 <b>Projects and solutions</b>  POC  Identify business-critical printing by LOB and department	 Define
 HP Account Delivery Management  HP Global Analytics	 <b>Document trends</b> Separate: • Business-critical • Convenience • Supporting	<b>Content and fleet analytics</b>  Analyse • Trends • Overall usage • Software and tools	 Establish baseline and objectives	 Assess

### Document functions

Printed documents can perform a variety of functions in an organisation. Some documents, for example, are printed for convenience—it may be easier to read or annotate them printed rather than onscreen. Others support critical business processes, such as contract pages that must be signed.

Identifying the different roles printed documents play in your organisation is crucial to forming a digital transformation strategy.



First, we help you understand your current operational dependency on printed documents and establish your objectives and goals, which allows us to make recommendations.

### Document trends

The first step is to carry out a use-trend analysis, separating printed documents by the various functions they perform within your organisation.

### Content analytics

We also look at printing trends, as well as the software, tools, and services you're using to support printing and drive your business. This helps us identify performance gaps.



With a clear idea of your baseline, we target your heaviest print users, as well as the solutions and tools currently used or potentially needed. We can then establish a segmentation based on document function, and develop proof-of-concept (POC) projects with given lines of business (LOB) or departments.

### Industry benchmarking

Moving from analytics to insights using industry analysis tools and benchmarking data to better understand how your organisation compares to others will help us identify potential gaps.

### Business insights

Working with LOB and departments producing the largest print volumes, our FSI industry consultants will drive further workflow discovery analysis and move from industry benchmarking to business insights, building the business case for a possible digital transformation roadmap.



Using the defined document segmentation, we conduct a workflow analysis over one or two business cycles to obtain a data sample representative of your organisation.



Define and implement a service improvement project.

### Solution proposal

#### Reconfigure your managed print services

Taking advantage of your existing hardware investments, we help you update your fleet and increase security. Under a managed services contract, you can use multifunction devices as an onramp for future digital workflow.

#### Introduce new devices, and device as a service

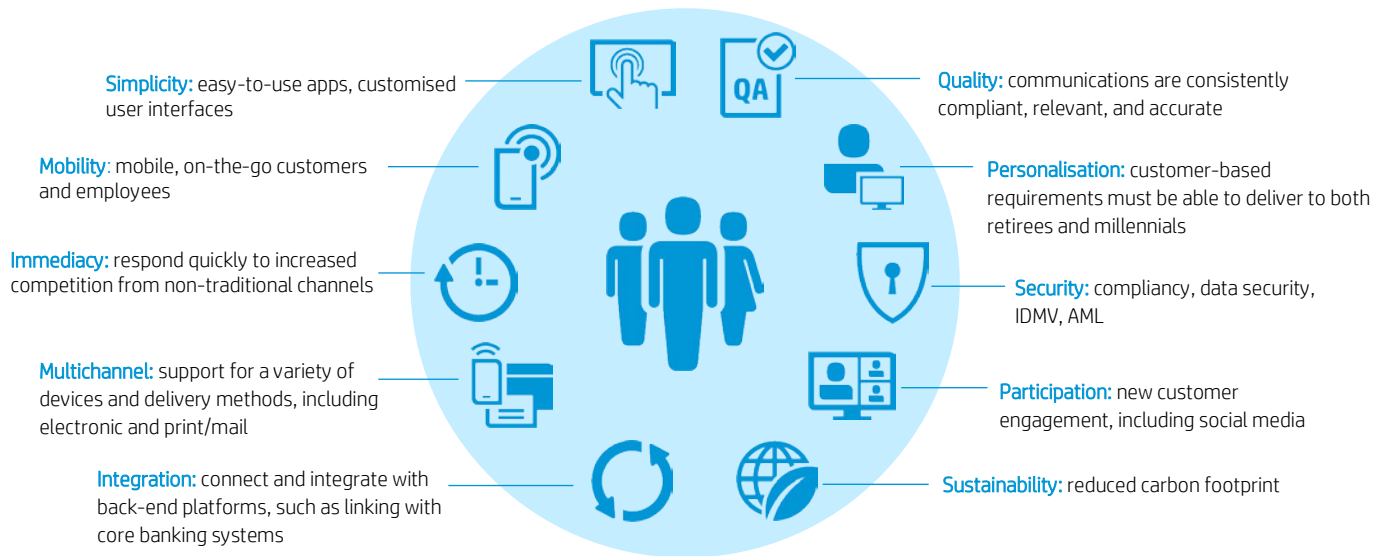
Device as a Service (DaaS) lets you get the best-fit hardware for your organisation without worrying about steep acquisition costs. Under a managed services contract, you can use mobile devices, tablets, and laptops to read, annotate, and e-sign electronic communications.

#### Optimise document workflow

HP's network of trusted partners rounds out our own software solution set, helping to make sure you get the best overall solution the industry can provide. E-signature solutions, for example, can greatly smooth workflows, like customer onboarding and approvals, while providing robust security and auditability.

## Change, with a careful eye on your customer

As FSI organisations strive to maintain competitiveness, compliance, and profitability, they are increasingly reassessing the role of paper and printing as an integral part of their operating model. HP is uniquely placed to assist the FSI sector with this re-evaluation.



### Why HP?

For decades, HP has been partnering with leading banking, financial services, and insurance organisations, supplying the technical expertise and business savvy required to help position these companies at the forefront of their industry. Today, industry analysts rank HP as a leading provider of information technology and services to the financial services and insurance industries. In fact, 8 of the top 10 financial services and insurance companies are HP Managed Print Services clients.<sup>1</sup>

We will take the time to understand your specific needs and create a plan to help optimise your fleet, ensure data and document security, and manage your evolving workplace.

### Get started

Contact your local HP representative to:

- Set up a workshop to assess your specific business needs.
- Establish a plan to implement the best solution for today and into the future.
- Identify an environmental approach that can help your organisation save money.

### Learn more

[hp.com/go/fsiworkflow](http://hp.com/go/fsiworkflow)

<sup>1</sup> Based on data from the 2016 Forbes Global 2000.

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