HP leadership in the financial services and insurance industries

Personalize. Automate. Manage.

HP provides the world's most secure printing and PCs

HP Enterprise printers can detect, protect, and even self-heal from attacks—automatically. This provides the strongest device, data, and document security. Only HP Print Security offers real-time detection, automated monitoring, and built-in software validation to stop threats the moment they start.[1] And the latest HP Elite family of desktop business computers are the world's most secure and manageable PCs.[2] Find out more at hp.com/go/printersthatprotect and hp.com/go/PCsthatprotect.

HP at Black Hat Europe

To help ensure industry-leading success for key clients, HP continues to be a pioneer in print security. HP's strong print security portfolio earned the company a place as presenter at the November 2016 Black Hat conference, which is Europe's premier cyber security event. No other printer vendor had a presence at this event. Find out more about HP's industry leadership at https://www.blackhat.com/.

HP's deep, broad experience

For over 50 years, HP has been partnering with leading banking, financial services, and insurance organizations, supplying the technical expertise and business savvy to help position them at the forefront of their industry. This experience gives us unique insight into your needs to personalize customer interactions, automate business processes, and manage risk.

HP is uniquely positioned for excellence as a technology and services leader in the varied fields of today's broad financial services spectrum:

- **9 of the top 10** banks are HP MPS clients.
- **Half of the top 10** life and health insurance companies are HP MPS clients.[3]

Within the competitive arena of MPS, HP is the most recommended MPS provider and is rated #1 in customer satisfaction,[4] as well as being recognized as a market leader by Gartner,[5] Quocirca,[6] and IDC.[7]

In addition, HP is committed to innovating for multiple operating systems and form factors in our Personal Systems business. Commercial mobility and premium products are our core strengths, where HP is #1 in Worldwide Commercial PCs at 24.8% and #2 in Worldwide PCs at 21.4% market share.[8]

Our three-pronged strategy

HP specializations for the financial services and insurance industries include:

Personalize interactions: Drive quality face-to-face interaction with customers designed to engender brand loyalty through simplified engagements, transparency, and mobile convenience.

Automate processes: Produce timely engagements with customers through secure and compliant workflow processes.

Manage risk: Protect value through innovative products, services, and solutions designed to mitigate business risk.

Our strategy for automating and streamlining document-intensive processes is outlined in greater depth at hp.com/go/fsiworkflow, where many of our industry-specific innovations are featured. These innovations center on providing intelligent solutions focused on increasing profitability.

These solutions demonstrate HP's overall commitment to helping you gain a competitive edge:

The HP Customer Advisory Council keeps a pulse on key trends and directions, and validates that our strategy and solutions are meeting the needs of your industry.

HP Workflow Discovery and industry-specific needs analyses use Lean Six Sigma practices and include security assessments, which together inform and support your investment in HP technology and services.

The HP Enterprise Test Lab features rigorous protocols that ensure performance of the hardware and software working together as a system.

The world's most secure printers[1,2] **and personal computing systems** help ensure higher levels of security for protecting customer information, as well as complying with government requirements.

HP PageWide printing technology saves you up to 40% on color cost per page versus laser printers, while printing faster than other color MFPs in their class.[9] So, your branch offices can print to impress without compromising performance or cost savings.

HP branch-ready printers and MFPs:

- Are well suited for retail branch and administration areas where a multitasking, small-footprint device is beneficial to manage tight space constraints.
- Include industry supportive features, such as the ability to print secure checks and documents on the same device that can also print and copy customer forms as well as receive and route protected customer information securely.
- Are seven-time winners of the BLI Color Printer/MFP Line of the Year Award.

HP laptops and desktops

These devices are designed with utility in mind. Durability, clean-ability, security, and safety are fundamental must-haves that are incorporated in a large and growing suite of devices in the HP portfolio that includes:

HP Elite x2 1012, a durable, lightweight, secure 2-in-1 tablet for capturing customer information and viewing records that can improve customer interaction through an increased focus on the customer—not the screen.

HP Elite x3, versatile enough to use both in the field and in the office, HP's innovative 3-in-1 device combines PC power and productivity with premium smartphone capabilities in a sleek and secure device. Agents working in the field can access customer data wherever needed and dock the device when wanting to work from a larger monitor for claims review and updating, providing true productivity on the go.

HP EliteBook x360 with Sureview, the world's thinnest and most secure business convertible PC[10] can be used as a tablet or a notebook. Count on maximum security, with advanced login and software features that protect you and your PC. Sixteen hours of battery life make this convertible PC perfect for long days of fieldwork.

HP Managed Services solutions for the financial services industry include:

HP workflow solutions, which help improve processes, including new account opening, loan origination, and claims processing.

HP Account Opening Accelerator for Banking. In today's challenging financial climate, customers are increasingly more discerning about their banking choice. The market is more competitive than ever, and your institution's first impression is paramount in setting the stage for your customer's experience. With the HP Account Opening Accelerator for Banking, you can make the account opening process faster and more secure, and increase customer satisfaction.

HP Account Opening Accelerator for Banking uses networked HP multifunction printers and specialized software to secure printing and processing of application forms, signature cards, and starter checks. By automating account opening processes, you can reduce time-consuming manual paperwork and automatically create audit trails for enhanced information security—improving the customer experience overall.

HP Loan Origination Accelerator. The loan application process is critical for your business. It can, however, be one of the most challenging processes for both your customer and your institution. The HP Loan Origination Accelerator uses networked HP multifunction printers and specialized software to increase flexibility and convenience in the loan origination process.

This solution automates data capture and generates bar codes to facilitate data recognition and routing. By streamlining paperwork and implementing automated systems, you can reduce costs and cycle times while improving transparency and accuracy of documentation. And customers can now submit loan applications over the web, at kiosks, at branches, and at loan production offices, making it more efficient for all parties.

HP Insurance Policy Accelerator. Accelerate the policy setup process by replacing slow and expensive paper-based workflows with automated digital processes. The HP Insurance Policy Accelerator is designed to facilitate capturing incoming and outgoing documents, creating proposals and correspondence, and outputting forms in printed and electronic formats. Creating an automated system reduces manual data entry along with the risk of costly errors.

Meet rising customer expectations more easily by improving processes, increasing staff efficiency, and building strong customer relationships. Our solution helps you quickly and efficiently respond to the diverse challenges of policy setup and servicing from proposal to payment.

HP Claims Transformation Solution for Insurance. The HP Claims Transformation Solution for Insurance redefines how claims documents are captured, handled, and created during the claims process. By automating and accelerating the flow of claims forms and supporting documents, you reduce the risk of inconsistencies and fraud, and ultimately reach a resolution faster.

This solution allows you to store and manage documentation electronically, offering fast and easy access to import materials including policies, billing statements, and invoices.

Why HP?

HP has a long tradition of innovation and commitment to financial services. Our decades of experience, together with the solutions and services we've built for banking, insurance, and capital markets clients, can simplify secure communication, collaboration, and access to relevant data and business processes. With HP, centralized operations, branch offices, and agents in the field will be better able to deliver personalized interactions, automate processes, and manage risk for increased customer satisfaction, faster turnaround times, and sustained profitability.

Learn more
hp.com/go/fsiworkflow

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