

IDC Financial Insights: Worldwide Corporate Banking Digital Strategies

Corporate banking is evolving with an ecosystem approach, requiring accelerated speed and smooth integration with trusted partners and third-party ICT service providers. Instant payments and customer expectations for real-time services require leveraging the available data, and overcoming silos, to provide accurate data-driven actionable insights in real time. Open banking is democratizing data access and payment services, which puts corporate banks under immense pressure to modernize corporate bank connectivity and rethink their value proposition to deliver new integrated and embedded solutions, offering value-added services to their clients. Customers turn to their banking partners to help them navigate the challenging waters ahead — with their demand for efficient liquidity and optimized cash management to cope with short clearing and settlement cycles and to leverage actionable insights to achieve their business goals and risk mitigation and with new approaches to boost the productivity and intelligence of their treasury operations, automated reconciliation, and new overlay services. Open banking, ecosystem orchestration, and collaborative initiatives reshape traditional business models. Meanwhile, the underlying technological innovation fostered by AI and GenAI adoption enables corporate banks to deploy their strategies and new services faster and with a shorter time to market. Midsize and smaller banks can find it difficult to manage everything in-house, with scalable resources to cope with AI computational requirements and to develop all needed skills, thus they need to adopt the appropriate mix of XaaS. Risk mitigation, fraud prevention, and cybersecurity management will also evolve to gather data feeds from collaborative ecosystem-driven initiatives. Corporate banks must also look closely at digital operational resilience, third-party management, and AI-related regulatory evolution.

APPROACH

The *IDC Financial Insights: Worldwide Corporate Banking Digital Strategies* advisory service provides clients with insightful information and analysis of corporate banking trends, including cash and treasury, trade finance, commercial lending, and payments. It also provides coverage of how emerging 3rd Platform technologies such as Big Data, analytics, cloud, mobility, IoT, blockchain, and cognitive technologies transform the sector and how their convergence unlocks new business and operating models. The service offers timely, strategic, and actionable business IT and application advice to guide our clients as they undertake digital investment decisions, plan for future technology needs, and benchmark themselves against competitors. It provides ongoing research reports, analyst access, and admission to content-rich conferences and webcasts for the benefit of financial institutions as well as technology vendors.

TOPICS ADDRESSED

Throughout the year, this service will address the following topics:

- Leveraging AI and GenAI capabilities, fostering automation, and moving into intelligent automation
 - Building a value proposition around ecosystem collaboration, real-time data insights, and predictive capabilities
 - Coping with regulatory pressure to improve digital operational resilience in the highly interconnected banking industry
 - Leveraging innovative technologies for dynamic risk management in tight cooperation with ICT third-party providers
 - Modernizing procurement and involving the function within the risk management framework
 - Tech buyer research — IDC MarketScapes for cash management and lending
 - Evolving regulations' impact on the corporate banking industry spans from responsible AI to operational resilience and from payment services to omni-channel accessibility
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KEY QUESTIONS ANSWERED

Our research addresses the following issues that are critical to your success:

1. How to future-proof the corporate banking business in the digital era?
 2. How are banks driving their digital transformation and ecosystem evolution by leveraging new technologies?
 3. What are the spending priorities and requirements for corporate banks?
 4. What does the competitive landscape for corporate banking vendors look like?
 5. What are corporate customers looking for from their bank partners?
 6. How to ensure compliance with evolving regulatory requirements while leveraging new technology opportunities?
 7. What are the best practices for corporate banks to integrate into digital ecosystems and deliver value in an end-to-end approach?
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WHO SHOULD SUBSCRIBE

The *IDC Financial Insights: Worldwide Corporate Banking Digital Strategies* advisory service provides C-level executives and divisional heads in corporate banks, and global transaction banks, as well as technology vendors and consultants with a specific corporate banking perspective. The interactions with our clients enhance better-informed decision-making capabilities, improving their competitiveness.
