Application Development

**Case Study**

**Pecunia Banking**

Contents

[1 Pecunia₹ – Overview](#_Toc515926630)

[1.1 Introduction](#_Toc515926631)

[1.2 Product Categories](#_Toc515926632)

[1.3 Other Highlights](#_Toc515926633)

[1.4 Current Strategy & Implementation](#_Toc515926634)

[2 Online Virtual Bank Project](#_Toc515926635)

[2.1 Objective](#_Toc515926636)

[2.2 Functional Requirements - Key Features](#_Toc515926637)

[2.2.1 Customer Relationship Management](#_Toc515926638)

[2.3 Non-functional Requirements](#_Toc515926639)

[2.3.1 Performance Requirements](#_Toc515926640)

[2.3.2 Operations and Reliability](#_Toc515926641)

[2.3.3 Disaster Recovery Requirements](#_Toc515926642)

[2.3.4 Platform Requirements](#_Toc515926643)

# Pecunia₹ – Overview

## Introduction

Pecunia₹ Finance Limited, established in the year 2015,  is an Indian private sector [bank](https://en.wikipedia.org/wiki/Bank) headquartered in Bangalore and is functioning only in Bangalore, [India](https://en.wikipedia.org/wiki/India). In January 2019, [Reserve Bank of India](https://en.wikipedia.org/wiki/Reserve_Bank_of_India) (RBI) issued the license to Pecunia₹ Finance Limited, to carry on banking business.

They have one of the largest and most respected Wealth Management teams in India providing the widest range of solutions to individuals and employed professionals. As of December 30, 2018 Pecunia₹ has a net-worth of approximately Rs 730 crore and micro-finance loans of Rs 300 crore in its books.

It offers a wide range of banking products and financial services for retail customers through a variety of delivery channels in the areas of [personal finance](https://en.wikipedia.org/wiki/Personal_finance),  [life insurance](https://en.wikipedia.org/wiki/Life_insurance) etc.

## Products

1. Accounts
   1. Savings Account
   2. Current Account
   3. FD Account
2. Payments
   1. Debit
   2. Credit
3. Loan Accounts
   1. Personal loan
   2. Vehicle loan
   3. Housing loan
   4. Jewel loan
4. Passbook maintainance
5. Utilities

## Other Highlights

Pecunia₹ Finance Limited has recorded substantial profit growth (18% profit in the third financial quarter of 2018-2019) in all financial quarters, and its customer base is increasing, targets other metropolitan cities of India to open new branches and offer financial services.

* The market research conducted by the bank in the cities Mumbai, Chennai and Hyderabad to understand the satisfaction of customers about their bank’s financial services revealed the following data.

|  |  |  |
| --- | --- | --- |
| Sl No |  |  |
| 1 | SBI | 3.1 |
| 2 | Vijaya bank | 2.8 |
| 3 | Canara Bank | 3.0 |
| 4 | Syndicate bank | 2.1 |
| 5 | ICICI | 3.6 |
| 6 | HDFC | 3.7 |
| 7 | Kotak | 3.3 |
| 8 | HDFC | 3.9 |

Above data clearly shows that there is a still scope for offering financial services in the above cities and meet customer’s expectations.

* To operate in the above mentioned cities, Pecunia₹ Finance Limited is expanding its business and is looking for centralized application which helps them to offer financial services in other cities too.
* Pecunia₹ Finance Limited has a target of opening 20 new branches in the current financial year across major cities of India.

## Current Strategy & Implementation

* Increase the customer base and reachability by increasing number of new branches across.
* Offer trustworthy financial services to all category of customers.

To achieve above strategies a new, state of art Banking Solution incorporating the latest technology is needed to keep up with the times. While implementing new technology, it is imperative to stem a few problems orienting from old processes to conform to the new technology which helps you maximize the benefits. Obsolete processes need to be replicated into a new technology environment. Optimizing benefits of the new technology can result in cutting costs, improving profitability, servicing customers faster and smooth process flows.

In an ideal Core Banking scenario, products, processes, channels, customer information and management

tools are integrated and administered through a central database of the bank with branches and channels

as delivery points. This helps in achieving economies of scale by data integration for various purposes such

as cross selling, CRM, Regulatory Reporting and internal MIS. Banks can adopt information technology to

manage business and performing assets effectively.

To maintain a competative edge in a market, migrating the organization at the earliest on a Core Banking platform is of utmost importance. Implementation of Core Banking solutions paves the way for the introduction of the electronic funds transfer mechanism in a secure way. Increased regulatory requirements have put pressure on banks. To sustain growth under continued regulatory requirements, it is essential for banks to have the right

Core Banking System in place.

## Current IT Environment

Pecunia₹ Finance Limited has a legacy system, and much of the IT systems are old.

Most of the systems need human intervention. Some of them listed below,

1. Legacy system will not support for accessing real time data in other branches.
2. Extensive paper work
3. Managing data in a local system where the chances of vulnerability and loosing is high.
4. Tedious loan disbursement process.
5. Payments are inefficient

So Centralized Online real-time Exchange banking application offers Pecunia₹ truly browser based / web based solution with the opportunity to meet present challenges with reduced costs and enhanced customer management measures. Information management and Risk Management is the key.

• Core Banking Solution will help streamline the current business processes with a supporting technology.

• Bottlenecks and inefficiencies in the present system requiring process changes will be addressed.

# Centralized Online Real-time Exchange Banking Project

## Objective

To increase the net-worth of Pecunia₹ by enhancing the customer base and opening branches in the major cities of India, by providing quality and value added financial services.

## Functional Requirements - Key Features

### ACCOUNTS

Creating various types of accounts for new users who meets bank’s criteria.

* Create Account
* Perform operations on the account
* Update the account
* Close the account

### PAYMENTS

Perform following transactions

* Debit
  + - * + Cheque
        + Withdrawal slip
* Credit
  + - * + Cheque
        + Cash slip (deposit slip)

### LOAN

* User account details
* Loan or Account Request
* Apply Request for different types of Loans offered by the Bank. Following types of Loans are offered by the Bank:
  + Housing loan
  + Vehicle loan
  + Personal loan
  + Gold loan

### PASS BOOK MAINTAINANCE

1. Customer Service Representative:

* Transation Activity
* Account Summary

## Non-functional Requirements

### Performance Requirements

* Application must support 100 branches simultaneously, where 1500 employees are accessing it.
* All canned reports should be published in < 10 seconds
* All ad hoc reports should be published in < 5 seconds
* All screens should not take more than 2 sec to create a product
* Must be able generate customer passbook entry in 1 second.

### Operations and Reliability

Describe the up time requirements, acceptable data loss, and system update (release, reconfiguration) requirements.

|  |  |  |
| --- | --- | --- |
| Ref. No. | Description | Priority |
| OR1 |  |  |
| OR2 |  |  |

### Disaster Recovery Requirements

|  |  |  |
| --- | --- | --- |
| Ref. No. | Description | Priority |
| DR1 |  |  |
| DR2 |  |  |

### Platform Requirements

|  |  |  |
| --- | --- | --- |
| Ref. No. | Description | Priority |
| PL1 |  |  |
| PL2 |  |  |