Finance
Transforming Document Workflow in Finance

Environment Change
- Flat revenue growth
- Continuous productivity pressures
- Automate processes and scale

Transformation to Digital Formats
- PDFs, e-Docs
- Mobile PCs
- Tablet/Smartphone
- CMS
- E-mail/Messenger
Maximize Office Efficiency while Keeping Information Safe

Market Characteristics

**Security**
- Prioritize Info Security
- Comply with SOX, GLBA
- Apply Multi-layer Security
  (Staff tracking, Security Authentication)
- Required Private Cloud
- Authorized S/W

**Productivity**
- Minimize Downtime
- Multitasking is Critical
- Auto Text Detection Copy
- OCR
- Output Management
- Doc. Capture and Workflow

**Reliability**
- “Reliability”=No Down Time
- Quick Response

[Samsung B2B Vertical Analysis, Base: SMB Avg. N=240, Retail Banking, N=60 / ITDM, %]
Key Requirements & Samsung’s Solution Offer

**Employee**
- Print Proposals/Brochures
- Print Forms
- Special Paper Handling
- ID copy/Scan

**Privacy & Security**
- Secure Print
- User/File/Usage Control
- Pull Print
- Forced Policy Control
- Network Security
- Data Encryption
- User Access Control

**Device Management**
- Central Fleet Management
- Error Notice
- Supplies Notice
- Usage Control

**System Compatibility**
- Groupware Compatibility
- Universal Driver

**Customer**
- Privacy Control
- Image Quality

**Document Transfer**
- Real Time Document Management between HQ & Branch
- Long Term Hardcopy Storage
- Fast & Quality Print

**SAMSUNG PRINTING SOLUTIONS**
- Secure Pull Printing
- Automated Document Management (Index/Search/Archiving with OCR)
- 24hr Monitoring on Mobile

SAMSUNG. PRINTING INNOVATION
Samsung Printing Solutions for Finance

**Document Workflow**

1. Prints applications and customer profiles
2. Consults and fills in the application
3. Collects the required documents of customer profiles
4. Scan & transfers the documents to the designated staff
5. Finalizes the account creation approval print & deliver

**Samsung Printing Solutions**

**Secure Pull Printing**

1. Send Print Job
2. Stored in Device
3. Job Encryption

**Automated Document Management**

4. Metadata

5. [OCR: optical character recognition]

**24h Monitoring on Mobile (Admin)**

- PC Monitoring
- Mobile Monitoring
- SNS Notification
Secure Pull Printing

Enhance document security and reduce waste with pull printing

**Main Feature**
- Secure authentication and release
- Server-less, secure pull printing

**Key Benefits**
- Reduce costs from paper waste and server expenses
- Increase security through user authentication for device access
- Eliminate the costly need for an additional server

Stored in Device → Authentication → Same Network → Serverless, Secure Pull Printing → Reduce Printing Cost
Automated Document Management

Enhance efficiency, convenience, and security for digital document workflow

**Main Feature**
- Zone and Barcode OCR
- Fax Caller ID
- Mobile printing and custom work forms
- Scan to my email
- Card authentication and SSO support

**Key Benefits**
- Reduce operating costs with improved print environment efficiency
- Enhance user experience through powerful yet convenient features
- Increase document security to provide better data protection
- Accelerate performance with automated functions
- Boost productivity with swifter workflows
24h Monitoring on Mobile

Stay mobile and flexible while overseeing the entire printer fleet

**Main Feature**
- PC Dashboard
- Mobile Dashboard
- Automated Task Manager
- SNS Notification

**Key Benefits**
- Increase administrator productivity and efficiency
- Respond more quickly to device events and errors
- Stay mobile and flexible while overseeing the entire printer fleet
- Save time by automating redundant tasks
<table>
<thead>
<tr>
<th>Customer’s Pain Point</th>
<th>Samsung Solution</th>
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<tbody>
<tr>
<td>Concerns about leaking the private information or viruses on MFP HDD</td>
<td>- To protect sensitive information on HDD, Samsung provides security authorized solution</td>
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<tr>
<td></td>
<td>Secure Pull Printing</td>
</tr>
<tr>
<td>Type the entire hardcopy material on excel spreadsheet which consumes a lot of time</td>
<td>- Digitalize the hardcopy materials without typing by using OCR function</td>
</tr>
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<td>Automated Document Management</td>
</tr>
<tr>
<td>When you print out at night, it is hard to tell whether the printing is completed or if there is an error</td>
<td>- Administrator can check the information on mobile</td>
</tr>
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<td>24h Monitoring on Mobile</td>
</tr>
<tr>
<td>In small SMBs, they do not update the server frequently, so compatibility with a previous server (Windows 2003) is important</td>
<td>- Counter reacts without the server. - In the case of Samsung Server Solution, It is backwards compatible to Windows 2003</td>
</tr>
<tr>
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<td>Business Core™ Printing Solutions</td>
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Case Study
Pull Printing Solutions for the Largest Regional State Bank in Germany

Country of Origin: Germany

**Profile**
The Biggest Regional State bank in Germany with over 1250 Employees and €153 Billion Annual Revenue

Vertical Market: Financial  Business Line: Bank

<table>
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<th>Requirements</th>
<th>Solution</th>
<th>Benefits</th>
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</table>
| - Compatibility with Existing Pull Printing Solution | - Samsung installed A3 and A4 multifunction printers (MFPs) and printers.  
- **An advanced pull printing solution** was provided, which exceeded the customer's existing pull printing solution and encompassed system, data and document security through authentication. Personalized scan workflows and processes where also provided. | - Wide Range of Functionality of the Interactive Solution  
- Excellent and Competent Presales support through Samsung's technical solution consultant & ISV |
## Profile

A Leading European Commercial Bank with an International Network Spanning 50 Markets, with more than 9,300 Branches & Over 156,000 Employees. The Group Operates in 22 European Countries.

Vertical Market: **Financial**  
Business Line: **Bank**

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</table>
| - Attain Technical Requirements  
- Reduce Cost of Ownership  
- Global Coverage of 19 Countries  
- 9 Print lots, Colour/Mono, A4/A3 | - Samsung instituted printers which included the following models: A4 Mono Laser, Color Laser, A4 Mono Copier, A3 Color Copier  
- Samsung handled the development of the VoicePod® Bespoke™ firmware to work the mainframe system. A global account team was established with a single point of contact and supporting key contacts in each country.  
- Software implementation included Samsung SyncThru™ Admin for up to 30,000 devices throughout 19 countries. | - Supply MFD’s for all lots enhancing capabilities  
- Customized Firmware on all devices to specific requirements  
- Provide a Best in Class Total Cost of Ownership (TCO) |
The End