

Key Bank Selects Panini North America for Remote Deposit Capture

Key Bank is one of the nation's largest financial services companies with assets of approximately \$92 billion and over 19,000 employees. Key Bank has been a leader in Check 21 and was one of the first banks to utilize image exchange for efficient check processing. Key Bank operates in 13 states with over 900 full service branches. The Cleveland-based bank has approximately 2.4 million retail, small business, corporate, and investment banking customers. For more information, visit www.key.com.



Debra Sciano

Senior Product Manager, Global Treasury Management

Debra is a VP and Senior Product Manager within Key Bank's Global Treasury Management. She is responsible for developing product strategies for core depository services and leveraging Check 21 opportunities.

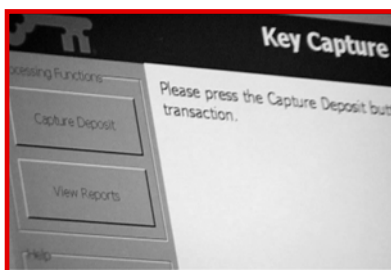
Prior to joining Key in 2000, Debra served as Treasury Manager for Invcare Corporation. Debra graduated in 1992 from the University of Connecticut and also studied abroad in the Netherlands.



CHALLENGE:

Key Bank was utilizing a manual deposit process for commercial clients. They wanted to streamline this process by taking advantage of the opportunities created via Check 21. "We needed a vendor partner that would enable us to solidify our leadership position within the industry and to achieve the maximum benefits from check truncation," states Debra Sciano, Senior Product Manager, Key Bank Global Treasury Management. Key Bank needed a partner that was already integrated with their software vendor of choice, Alogent, and had a proven track record within the industry. Also important to the bank was functionality of the device itself for ease of use and ease of use with the software package.

"Panini clearly was already integrated and at the top of the list."



SOLUTION:

Key Bank selected the Panini My Vision X™ 30 and 60 document per minute (dpm) models to provide a new solution for their corporate clients called Key CaptureSM. Key Capture enables Key Bank's corporate clients to make electronic check deposits right into their accounts. The My Vision X has provided the bank with the functionality they were looking for: superior image quality, ease of use, and effortless integration.

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“The Panini My Vision X is an integral part of our strategy to offer check truncation solutions to our customers,” adds Debra Sciano.

RESULT:

“Panini North America has state of the art technology which provides [Key Bank] a foundation for deposit automation and also provides a foundation to excel with our Check 21 initiatives,” notes Sciano. Key Bank’s corporate customers now capture the image of their checks using the My Vision X and send their checks to the bank electronically by image transmission for immediate deposit.

“The Panini My Vision X was far superior to any other product.”

The benefits for Key Bank’s corporate customers start with reduced transportation costs since customers no longer have to physically transport checks to the bank. Clients can also reduce banking relationships because they can consolidate all their funds with Key Bank instead of using multiple banks, reducing bank fees and administration expense. Customers also benefit from the potential for improved availability of funds by sending deposits often throughout the day. Finally, Key Bank is able to offer an extended deposit window with the implementation of Key Capture which allows the customer to make their same day deposits without being limited by branch bank hours.



Visit www.panini.com to view the comprehensive video case study.



Advanced solutions for document processing

“The benefits to Key certainly include the additional business we’ve been able to bring in from providing this value-added service to customers, in addition to maintaining the business we have with our current customers,” Sciano explains.



“The Panini My Vision X is an integral part of Key Bank’s strategy to offer check truncation solutions to our customers and remain a leader in the industry with regards to Check 21 solutions,” adds Debra Sciano. “Key Bank has provided robust imaging solutions to our customers for a long time, so we want to make sure we continue to provide solutions that will make them more effective and help them do their business better everyday. The Panini My Vision X helps us get there.”

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Panini North America offers check capture solutions that help customers fully realize the advantages and efficiencies available with the digital transformation of the paper check. Panini North America’s scalable check capture solutions address the complete range of distributed check processing opportunities. For more information please call 937.291.2195 or visit www.panini.com.