NEW ROADS TO REMOTE DEPOSIT CAPTURE REVENUE

Businesses and consumers alike have embraced the convenience of Remote Deposit Capture (RDC) technology. Banks have deployed over 1.5 million desktop scanners and mobile applications (mRDC) have proliferated.1


ADOPTION HAS BEEN MOMENTOUS, AND SIGNIFICANT REVENUE OPPORTUNITIES STILL REMAIN.

From 2012 to 2017, less than 3% of banks reported greater than expected RDC losses.2

DEPOSIT VOLUME FRAUD INCIDENTS annual growth projected in desktop RDC revenue1

Banks deployed 300,000 new scanners in the past two years.1

$768/m.smcp

Over 2/3 of SMBs make branch deposits WEEKLY

1/3 visit the branch EVERY DAY2

Estimated mRDC revenue potential among 4 million untapped SMB customers1

Asmcp

• Deposit multiple checks in one session
• Capture remittances in addition to checks
• Automatically update customer AR systems
• Integrate with lockbox workflows

Over 70% of SMBs would pay for a product that eliminates the need to deposit checks at the branch.2

ATREETED BY TEAM UP

Critical Capabilities:

• Boost deposit volumes

Despite rapid adoption rates, RDC fraud losses remain minimal. Industry experts now believe banks can confidently increase RDC deposit limits and relax eligibility requirements to boost deposit volumes.

Risk monitoring and location awareness features in today’s RDC solutions deliver enhanced fraud protection to complement your bank’s risk mitigation policies.

Team Up

A competitive RDC market, customer attrition rates, and enhanced risk mitigation solutions remain a powerful mix to attract and retain SMBs. Banks today offer mRDC solutions that meet SMB needs.

Opportunity

Attract Millennials

Smartphones and payments go hand-in-hand—especially for Millennials and Gen Xers. A strong commercial mRDC offering is a must-have to attract and retain next-generation SMB customers.

The younger the financial decision-maker, the more likely they are to adopt a commercial mobile RDC solution.2

Opportunity

Double Up on Deployments

Even as mRDC grows, demand for desktop scanners continues. Banks that offer mobile, lockbox and desktop RDC through a single platform can maximize commercial sales.

Larger businesses will appreciate the efficiency of multiple capture points; SMBs can start small and grow with ease.

Opportunity

Target SMB Customers

Mobile RDC opens the door to the SMB market and an underserved segment that values new products that save them time and money.

Banks can add a completely new revenue stream by converting these valuable customers from branch deposits to mRDC. Now is the time to engage these customers.

Opportunity

Boost Deposit Volumes

Deluxe supports all major RDC formats: RCD (Remote Check Deposit), mRDC, and new or re-engineered RDC deposit products. In a competitive landscape, financial institutions realize a competitive advantage from enhanced mRDC solutions.

Opportunity

SOURCES:

3. Deluxe Treasury Management Solutions, “RDC Lead Accelerator Program Case Study,” April 2017

ABOUT DELUXE FINANCIAL SERVICES

Deluxe Financial Services is a trusted partner to more than 5,600 financial institutions across North America, including 23 of the top 25 largest treasury management banks. We help our clients succeed in a competitive landscape through a diverse portfolio of best-in-class financial technology solutions. These solutions help clients target, acquire and retain customers; enhance the customer experience; improve efficiency; and optimize commercial and treasury operations.

DRIVE MORE RDC SALES

HOW CONFIDENT ARE YOU WITH YOUR RDC PROVIDER RELATIONSHIP, SALES SUPPORT AND PLATFORM FUNCTIONALITY? EVALUATE YOUR OPTIONS IN THIS QUICK ONLINE SURVEY.

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MORE INFORMATION ABOUT DELUXE TREASURY MANAGEMENT SOLUTIONS

Contact us today:
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(877) 214-2513 | fi.deluxe.com

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