

Tech Talk 1:
**Connectivity is King:
Bridging the Legacy
Technology Gap**

Michael Ball

Kinective

#FXT24

Connectivity is **king**.

Bridging the legacy technology gap.

kinective

**Hi there!
I'm Michael
and I am here to
talk connectivity!**

Michael Ball
Senior Vice President



United Bank of Michigan



13 Branch Locations
\$900M in Assets
Grand Rapids, Michigan

“One-size-fits-all” wasn’t a fit for United Bank of Michigan.



Previous eSignature provider wasn’t fully integrated with banking core



Cumbersome processes were causing extra steps, frustrating staff, and reducing adoption



Staff reverting to old paperwork processes



Support teams lacked banking knowledge and didn’t understand the intricate processes

The Process: **Switching** United Bank of Michigan **to eSignPlus.**

1

Customize strategy.

Began working with a **dedicated project manager and implementation team** to determine the best rollout plan and timeline for United Bank of Michigan's unique needs.

2

Train the team.

Once the system was configured and set up, our implementation strategists **onboarded and trained teams** to understand and embrace their new technology.

3

Rollout.

Once the system was launched, tested, and trained, it was **time to deploy!**
Our dedicated **customer success team is online** and ready to support at the drop of a hat.

eSigned, sealed, delivered: Seamlessly transitioned to an integrated eSignature solution.



Deliver documents to signers electronically, which is convenient, secure, and achieves faster transaction completion



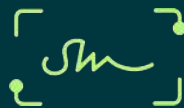
100%
paperless
process



Automated archival achieves consistent and secure storage of valuable business records



Seamless integration with their banking core platform and other required systems



In-branch clients are able to sign electronically on tablets, creating a dynamic and modern experience

“Our previous provider was not able to effectively integrate with our current systems and did not truly understand the nuances of how the bank operates. The overall value of the system was languishing. We conducted a rigorous review process, and Kinective met every established requirement and continues to exceed our expectations.”

Eric Soya
VP | United Bank of Michigan

Connectivity is king.

Kinective is the leading provider of **connectivity, workflow, and analytics software** for banking.



Branch Workflow



Document Automation



Data & Analytics



API Connectivity

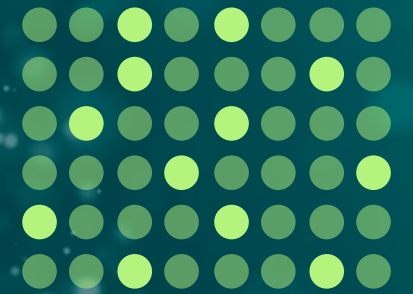


100%

focused on banking

1 out of 4

FIs partner with Kinective



Thank you!

Want to learn how Kinective can transform your client experiences, too? [Scan to see our entire product suite!](#)

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