



## EXECUTIVE SUMMARY

### Partner Affiliation

- Technology Developer Partner
- Strategic Alliance

### Associated Cisco Solution

- Unified Communications: Cisco® Unified IP phones
- Integrated Service Routers, with Wide Area Engine blade technology
- Wide Area Application Services

### Customer Benefits

- Replace current client/server solutions with a cost-effective “thin client” architecture
- Centralize the development, delivery, and management of applications for companywide consistency
- Ensure nonstop branch operation and robust offline operation
- Introduce complete store-and-forward capabilities

### Targeted Industries

- Retail banking

### Geographical Regions Served

- United States

## ARGO Branch Optimization for Banking

### Partner Overview

**Founded in 1980, ARGO is a leading provider of technology-based solutions for the financial services industry. ARGO customers range from the nation’s largest banks to community-centered credit originators and processors. ARGO solutions integrate many distribution channels and support product line integration for the scope of financial products. Each customer contact becomes a sales-focused and service-oriented interaction with ARGO solutions.**

### Partner Solution Description

More than ever, leading financial services companies are turning to customer service to win customer commitment, expand revenue, and retain customers. This is why more than 60 percent of the top 30 U.S.-based financial services companies use ARGO solutions to unlock their customer experience strategies and maximize revenues from their operations.

ARGO builds its financial services solutions on a proven set of retail leading practices that it continually enhances based on experience with the world’s largest financial services institutions. These leading practices are the foundation of all ARGO enterprise solutions, including branch banking, contact centers, payment processing, and credit. ARGO software solutions bring immediate value to those interested in delivery system longevity, open standards, and flexibility of support for multiple technology standards.

ARGO provides customers with scalable, robust enterprise technologies that integrate with existing and successive technologies. As a result, customers gain extended life for retail applications and protect their investments in retail delivery systems. Backed by dedicated professionals and expert service capabilities, ARGO solutions deliver the highest level of innovation in retail delivery. ARGO customers receive the broadest industry-leading knowledge and insight within their business solutions and technology architectures.

## Core Components of the Partner Solution

- **ARGO BANKPRO Sales & Service:** With multichannel delivery capabilities for end-to-end sales management, fulfillment, and customer service, BANKPRO helps enhance customer experiences, generate revenue, and manage sales.
- **BANKPRO Teller:** As the industry standard for branch automation, with packaging options for Branch Image Capture and Sales & Service integration, BANKPRO Teller positions banks to benefit from technical and business process innovations.
- **BANKPRO Lending:** A comprehensive lending solution, from origination through closing and booking, BANKPRO Lending improves efficiency and revenue generation by automating every phase of the lending process.
- **ARGO Enterprise Commerce Server (ECS):** The heart of ARG O's technology and solution leadership with a flexible, service-oriented architecture that supports major lines of business across retail delivery channels, ECS helps large, complex delivery systems operate in a highly secure, reliable, and scalable environment. The centralized server provides processing for thousands of branches and tens of thousands of users.

## Related Cisco Products

Branch Optimization 2.0 optimizes current WAN connections to avoid a network upgrade after deploying ARG O Branch Image Capture. By adding Cisco® Unified Communications, security, a backup network connection, and Cisco Wide Area Application Services, customers can increase the service offering and support increased application traffic, higher availability at a lower cost, and more throughput across the WAN without upgrading the existing connection. Cisco solution components include:

- **Routing and Switching:** Cisco 2800 Series and 3800 Series Integrated Service Routers with Wide Area Engine blade and server-on-a-blade technology
- **Wide Area Application Services (WAAS) network module**
- **Optional Cisco Javalin virtual hosting environment network module or AIM module (deployment option 1), or WAAS Appliance with virtual blade hosting environment (deployment option 2)**
- **Application Control Engine (ACE)**
- **Unified Communications:** Cisco Unified IP phones

### For More Information

#### ARGO

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