Agency Banking

Fast, smart & cost-effective expansion.
Nearly 2 billion people around the world do not have access to basic financial services, leaving them financially excluded, particularly in developing countries. At the same time, current financial services do not adequately meet the needs of many in terms of convenience, proximity, and affordability. In order to scale sustainably at lower cost ratios, financial service providers (FSPs) need to rethink their business model, looking beyond the expensive brick-and-mortar branch infrastructure to other tech-enabled means of expansion.

The Agency Banking Opportunity

Be relevant. Be digital.
Increase your market outreach and impact quickly.
Fast, Smart and Cost-effective Expansion

What if it was technically possible and commercially justifiable for FSPs to offer services in remote regions with a quick-to-market solution?

With Software Group’s end-to-end Agency Banking Solution, FSPs can efficiently equip remote agents with innovative mobile banking technology and enable them to deliver basic financial services to end customers.

The Benefits of the Agency Model

- Unlock unbanked or underserved markets
- Operate with higher efficiency
- Enhance customer experience
- Promote your brand
- Be ready for your digital transformation
- Mobilize deposits
Agency Banking at a Glance

- Flexible agent network administration
- User-centric, intuitive, and device-agnostic agent applications
- Secure agent and end-client biometric authentication
- Integration with any core banking or third-party system

Expand your outreach with a modular, yet holistic solution.
Why Embrace Agency Banking With Software Group?

- Quick-to-market, scalable implementation with fast positive ROI
- Unlimited integration possibilities
- Superior security, reliability and compliance
- Seamless, channel-and-device agnostic user experience
- Your trusted partner in successful digitization

Customer onboarding was transformed into a 5-minute experience which can be done from anywhere.

An MFI multiplied its points of sale 15 times with the introduction of delivery channel solutions from Software Group.

A financial institution expanded their customer base from 200,000 to 500,000 customers.

Transaction cost at agents around 25 percent less than at branch (IFC).
Software Group has a deep understanding and a great deal of experience in our industry. We have a real commitment to do the best for people with the solutions provided.

Denis Moniotte - Chief Innovation Officer and CTO
BAOBAB

Software Group created a whole new universe for us which is much, much bigger.

Daniel Goss - Group Executive Product and Channel Development
BAYPORT FINANCIAL SERVICES