

Retail 360 User Guide

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Retail 360 User Guide

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Contents

1	Preface	1
1.1	Introduction.....	1
1.2	Audience	1
1.3	Document Accessibility	1
1.4	List of Chapters	1
1.5	Related Documents.....	1
1.6	Symbols and Icons	2
2	Retail 360	3
2.1	Overview	3
2.2	Get Started	4
2.2.1	Personal Information	6
2.2.2	Account Information	11
2.2.3	Pending Activities	17
2.2.4	Alerts	18
2.2.5	Pending Requests	19
2.2.6	Upcoming Events	20
2.2.7	Total Relationship Value	21
2.2.8	Last Five Transactions	24
2.2.9	Fee Income Products	25
2.2.10	Standing Instructions.....	26
2.2.11	Offers and Schemes	27
3	List Of Menus	28

1 Preface

1.1 Introduction

This guide provides detailed information about the Retail 360 feature.

1.2 Audience

This manual is for the Relationship Managers in Retail division of the bank.

1.3 Document Accessibility

For information about Oracle's commitment to accessibility, visit the Oracle Accessibility Program website at <http://www.oracle.com/pls/topic/lookup?ctx=acc&id=docacc>.

1.4 List of Chapters




Chapter	Description
Retail 360	This topic provides an overview of the Retail 360 feature and covers the actions that can be performed in Retail 360.
List Of Menus	This topic displays the list of main screens in the document along with its reference.

1.5 Related Documents

1. Getting Started User Guide
2. Retail Onboarding User Guide

1.6 Symbols and Icons

The following symbols/icons are used in this guide:

Symbol	Function
→	Represents Results
	Minimize
	Maximize
	Close

2 Retail 360

2.1 Overview

Retail 360 is an essential feature which is designed to simplify the work of Relationship Managers (RM) in the bank and save significant amount of time. The customer-specific information displayed in Retail 360 enables the RM to stay up to date about their customers and perform actions that has strict deadlines on time.

Some of the most required information displayed in Retail 360 are:

Table 1: Customer Demographic Sections

Sections	Description
Account Information	Account Information on all the customer accounts.
Standing Instructions	Standing Instructions for automatic debit of loans received by the customer.
Alerts	Alerts on pending activities.
Pending Activities	Pending Activities of both the bank and the customer.
Pending Requests	Pending Requests from the customer.
Offers and Schemes	Offers and Schemes availed by the customer.
Upcoming Events	Upcoming Events of the customer.

2.2 Get Started

Retail 360 enables the RM to view all the necessary information about the customer from single place. The details displayed in Retail 360 are described in the following sub-sections:

- [2.2.1 Personal Information](#)
- [2.2.2 Account Information](#)
- [2.2.3 Pending Activities](#)
- [2.2.4 Alerts](#)
- [2.2.5 Pending Requests](#)
- [2.2.6 Upcoming Events](#)
- [2.2.7 Total Relationship Value](#)
- [2.2.8 Last Five Transactions](#)
- [2.2.9 Fee Income Products](#)
- [2.2.10 Standing Instructions](#)
- [2.2.11 Offers and Schemes](#)

To view the customer details, perform the following steps:

1. Login to the application.
→ The system displays the **Home** page.
2. From the **Home** page, click **Party Service**. Under **Party Service**, click **Retail – Search**.
→ The system displays the **Customer Search** screen.

Figure 1: Customer Search

Search

Party ID Customer Id Customer Name

*Either party id or customer id or customer name is mandatory

Fetch View Customer 360 Clear

Customer Id Customer Name Customer Category

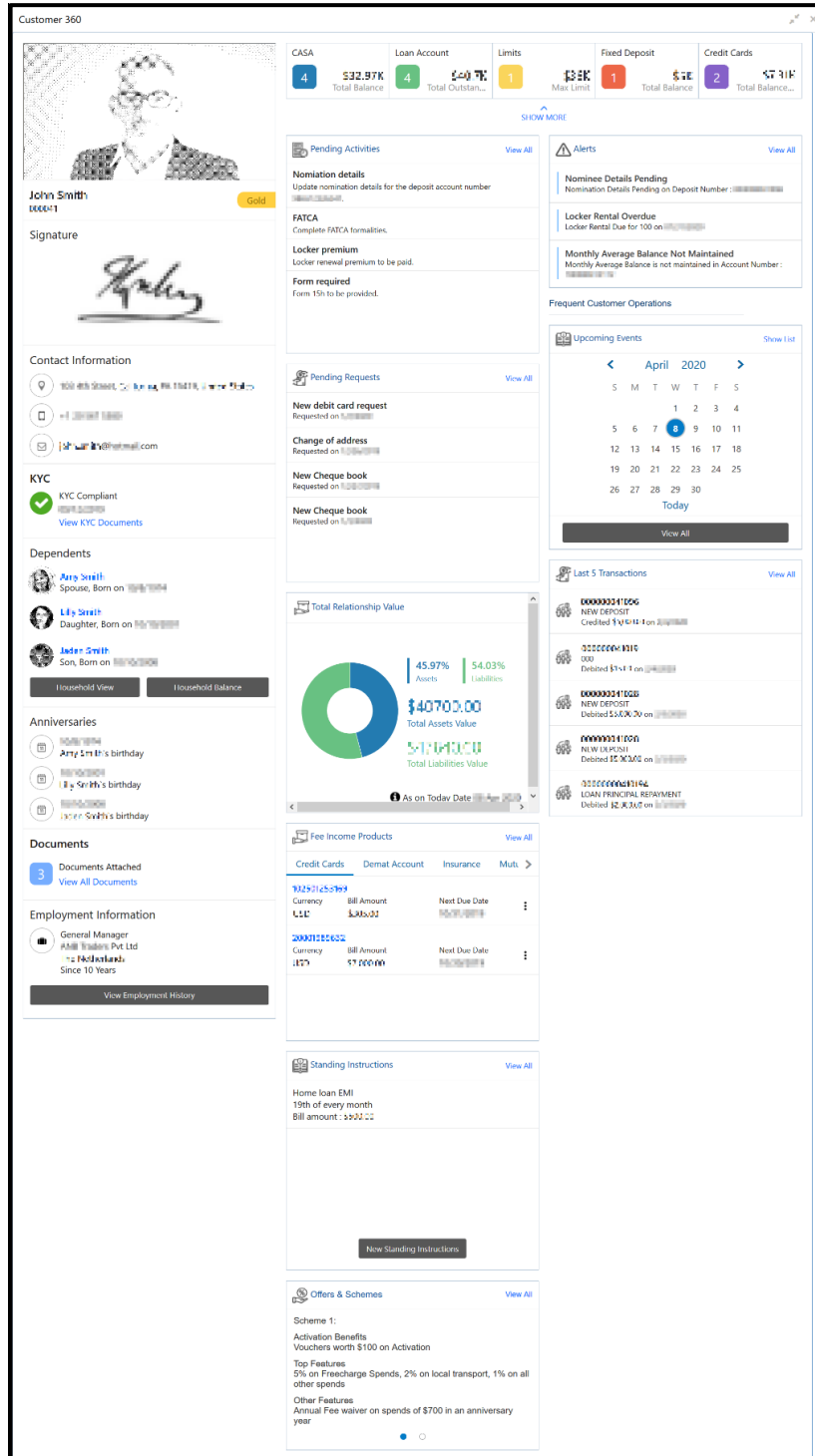
No data to display.

Page 1 of 0 (1 - 0 of 0 items) K < > X

3. Select the required customer, and click **View Customer 360**.

→ The system displays the **Retail 360** page.

Figure 2: Retail 360



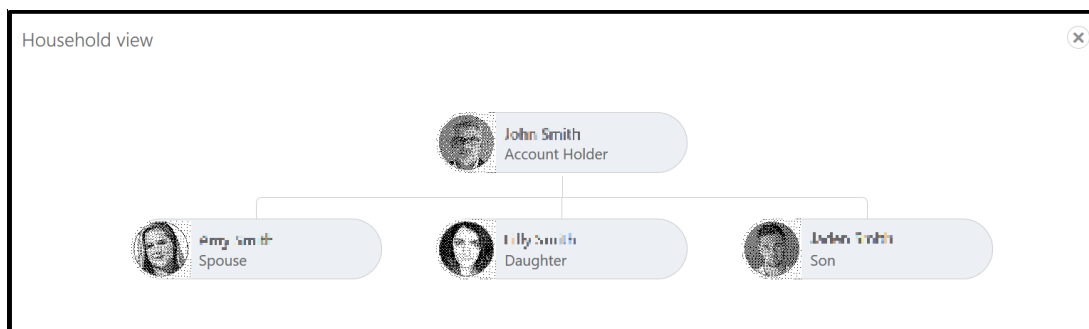
2.2.1 Personal Information

In the left pane of Retail 360 page, personal information about the customer are displayed. The following table describes the different sections in the left pane:

Table 2: Personal Information Tile

Sections in Left Pane	Description
Profile Picture	Displays the picture, name, and unique ID of the customer.
Signature	Displays the signature of the customer in bank records.
Contact Information	Displays the communication address of the customer.
KYC	Indicates the KYC compliance status of the customer.
Dependents	Displays the dependent details of the customer.
Anniversaries	Displays the anniversary details of the customer and their dependents.
Documents	Displays the documents submitted by the customer.
Employment Information	Displays the employment details of the customer.

- To view the dependent information in tree view, click **Household View** in the **Dependents** section.
→ The system displays the **Household View** window.

Figure 3: Household View


- To exit the **Household View** window, click close icon.
- To view the balance in all the dependent accounts, click **Household Balance**.
→ The system displays the **Household Balance** window.


Figure 4: Household Balance


Household Balance


Products

All

 John Smith
Account-head

 Amy Smith
Spouse

 Lily Smith
Daughter

 Dylan Smith
Son

Assets

Home Loan

Total Amount

2 Active Loans

\$52,548.22

\$52,548.22

\$52,548.22

\$0.00

\$0.00

Total

2 Active Loans

\$52,548.00

Liabilities

Saving account

Total Amount

1 Active Accounts

\$3,000.00

\$3,000.00

\$3,000.00

\$0.00

\$0.00

Current Account

Total Amount

1 Active Accounts

\$3,000.00

\$1,896.00

\$0.00

\$0.00

\$0.00

Fixed deposits

Total Amount

1 Active Accounts

\$12,100.00

\$5,100.00

\$1,000.00

\$1,000.00

\$1,000.00

Recurring Deposit

Total Amount

1 Active Accounts

\$7,500.00

\$2,000.00

\$0.00

\$0.00

\$0.00

Total

4 Active Accounts

\$19,196.00

Fee income products

Credit card

Total Amount

1 Active Accounts

\$17,305.00

\$10,305.00

\$2,000.00

\$0.00

\$0.00

Demat

Total Amount

1 Active Accounts

\$1,075.04

\$8,675.04

\$0.00

\$0.00

\$0.00

Mutual funds

Total Amount

1 Active Accounts

\$4,174.00

\$1,174.00

\$0.00

\$0.00

\$0.00

Insurance policies

Total Amount

1 Active Accounts

\$100,000.00

\$100,000.00

\$25,000.00

\$12,000.00

\$12,000.00

Total

4 Active Accounts

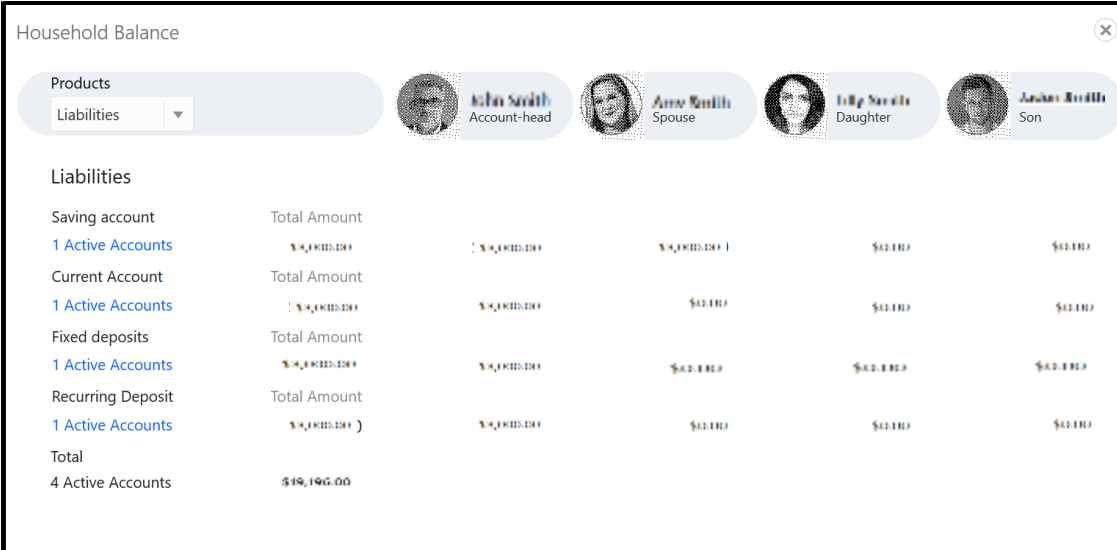
\$75,184.00





4. Select the **Products** from the drop-down list. The options available are:

- All
- Assets
- Liabilities
- Fee Income Products

→ The system displays the balance details specific to selected product.

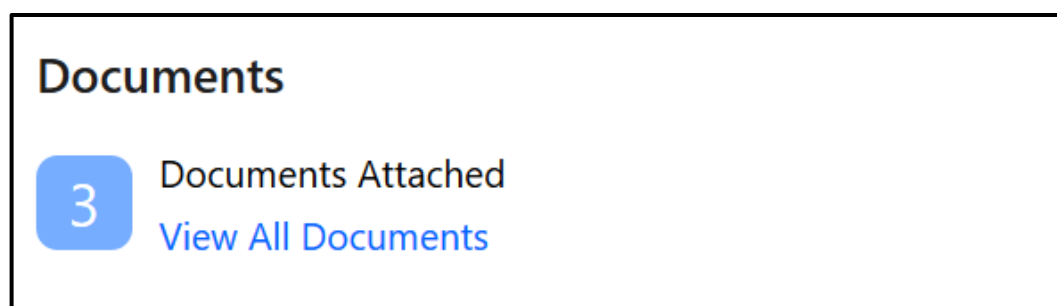
Figure 5: Household Balance in Selected Product



Household Balance						
Products		 John Smith Account-head  Amy Smith Spouse  Lily Smith Daughter  James Smith Son				
Liabilities						
Saving account	Total Amount					
1 Active Accounts	\$4,000.00	\$4,000.00	\$4,000.00	\$0.00	\$0.00	
Current Account	Total Amount					
1 Active Accounts	\$4,000.00	\$4,000.00	\$0.00	\$0.00	\$0.00	
Fixed deposits	Total Amount					
1 Active Accounts	\$4,000.00	\$4,000.00	\$0.00	\$0.00	\$0.00	
Recurring Deposit	Total Amount					
1 Active Accounts	\$4,000.00	\$4,000.00	\$0.00	\$0.00	\$0.00	
Total						
4 Active Accounts	\$16,000.00					

5. To exit the **Household Balance in Selected Product** window, click close  icon.

Figure 6: Documents



6. To view details about all the documents submitted by the customer, click **View All Documents** in the **Documents** section.

→ The system displays the **Documents** Window.

Figure 7: Documents

Documents

Passport
ID Number: [REDACTED] ID issue Date: 01/01/2016 ID expiry Date: 01/01/2026
Attached Document: view

Driving license
ID Number: [REDACTED] ID issue Date: 01/01/2016 ID expiry Date: 01/01/2026
Attached Document: view

National ID
ID Number: [REDACTED] ID issue Date: 01/01/2016 ID expiry Date:
Attached Document: view

Close

7. To exit the **Documents** window, click **Close** or close icon at the top right corner.

Figure 8: Employment Information

Employment Information

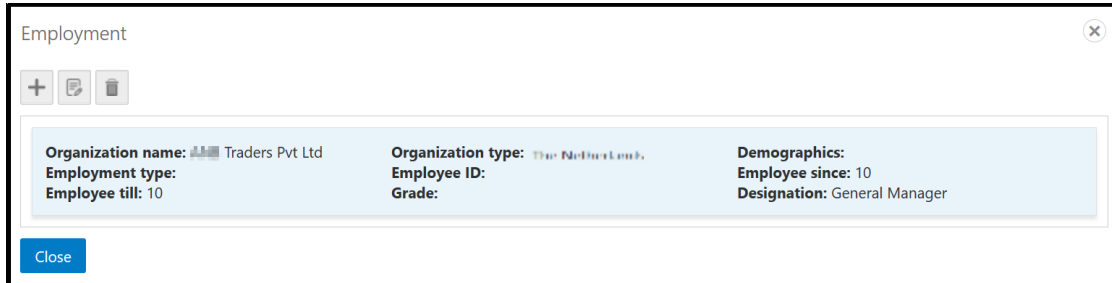
General Manager
Traders Pvt Ltd
Since 10 Years

View Employment History

8. To view the employment details, click **View Employment History** in **Employment Information** section.

→ The system displays the **Employment** window.

Figure 9: Employment



The screenshot shows a window titled "Employment" with a close button (X) in the top right corner. Below the title bar are three icons: a plus sign, a document with a circular arrow, and a trash can. The main content area displays employee information in three columns:

Organization name: Traders Pvt Ltd	Organization type: The Network	Demographics:
Employment type:	Employee ID:	Employee since: 10
Employee till: 10	Grade:	Designation: General Manager

At the bottom left of the window is a blue "Close" button.

9. To exit the **Employment** window, click **Close** or close (X) icon at the top right corner.

2.2.2 Account Information

Balance and outstanding information of all the customer accounts such as CASA, Loan Account, Limits, Fixed Deposit, Credit Cards, Recurring Deposit, Demat Account, Mutual Funds, Insurance Policies, and Lockers are displayed at the top of Retail 360 page.

Figure 10: Account Information – Basic View

CASA	Loan Account	Limits	Fixed Deposit	Credit Cards
4	4	1	1	2
\$32.97K Total Balance	\$40.7K Total Outstan...	\$36K Max Limit	\$5K Total Balance	\$7.31K Total Balance...
SHOW MORE				

1. Click **SHOW MORE**.

→ The Account Information section expands.

Figure 11: Account Information – Expanded View

CASA	Loan Account	Limits	Fixed Deposit	Credit Cards
4	4	1	1	2
\$32.97K Total Balance	\$40.7K Total Outstan...	\$36K Max Limit	\$5K Total Balance	\$7.31K Total Balance...
Recurring Deposit	Demat Account	Mutual Funds	Insurance Policies	Lockers
1	1	2	1	1
\$9.87K Total Balance	\$80K Total Balance	\$40.15K Total Balance	\$150K Total Coverage	AMC Due on 1/31/2020
SHOW LESS				

- To view the detailed information about CASA, click on the account count number in **CASA** section.

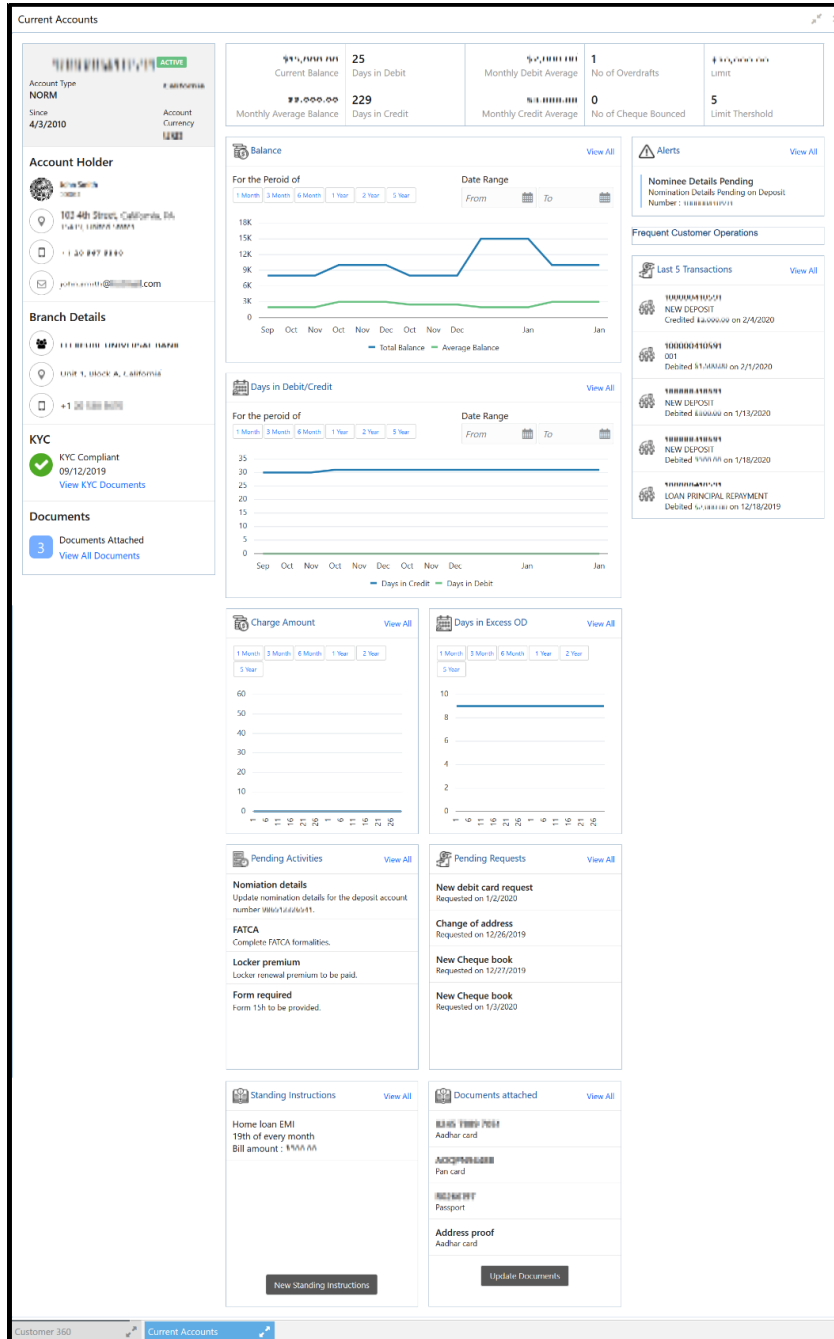
→ The system displays the **CASA Information** window.

Figure 12: CASA Information

CASA			
<div> <div>All</div> <div>Current Accounts</div> <div>Savings Accounts</div> </div>			
100000-1100001		CURRENT ACCOUNTS	
Currency USD	Account Balance \$ 1,000,000.00	Status Active	⋮
100000-1100001		CURRENT ACCOUNTS	
Currency USD	Account Balance \$ 1,000,000.00	Status Active	⋮
100000-1100001		CURRENT ACCOUNTS	
Currency USD	Account Balance \$ 1,000,000.00	Status Active	⋮
100000-1100001		SAVINGS ACCOUNTS	
Currency USD	Account Balance \$ 1,000,000.00	Status Active	⋮
<div> <div>K</div> <div><</div> <div>1</div> <div>></div> <div>></div> </div>			

3. To view only the current account details, click **Current Accounts** tab.
 → The system displays the **Current Accounts** window.

Figure 13: Current Accounts



4. In case of an unauthorized overdraft.
- The system displays the notification in the CASA widget to indicate number of accounts that have unauthorized overdraft.

Figure 14: CASA Account

CASA 4 ₹ 3.45M Total Balance	Loan Account 44 ₹ 3.94M Total Outstandi...	Limits 2 ₹ 100.00K Total Available ...	Fixed Deposit 1 ₹ 10.00K Total Balance	Credit Cards 0 ₹ 0.00 Total Balance D...
---	---	---	---	---

5. Click on notification.
- Accounts with unauthorized overdraft is displayed in the CASA Information Window.

Figure 15: CASA Information with unauthorized overdraft

Overdraft		All	
Account Balance		Status	SAVINGS ACCOUNTS
-₹ 10,000.00		Active	
Page	1	of 1 (1 - 1 of 1 items)	

6. Click on the account number.
→ The system displays **Account Balances** window.

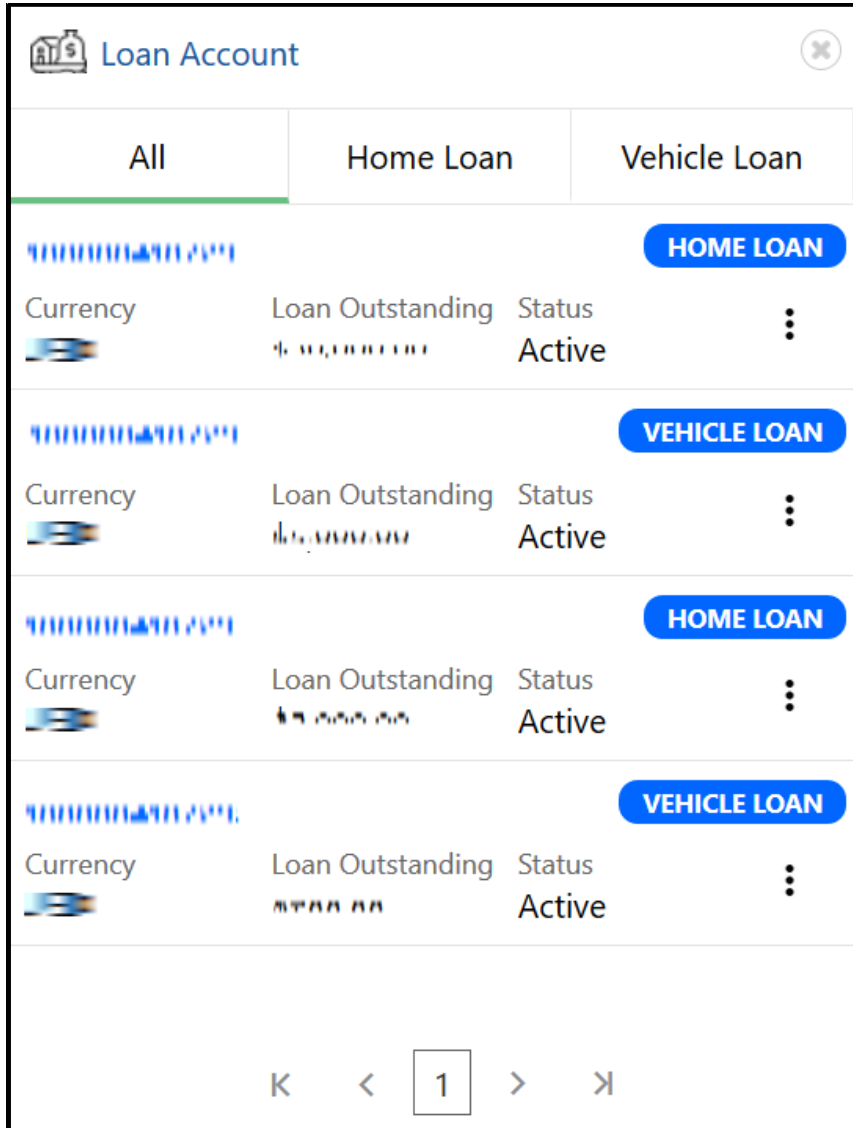
Figure 16: Account Balances


Account Balances		✕
Current Balance	-PKR 10,000.00	
(-)Uncollected	PKR 0.00	
(-)Blocked	PKR 0.00	
Available Balance	-PKR 10,000.00	
(+)Unutilized Amount	PKR 0.00	
(+)TOD Limit	PKR 0.00	
Total Available Balance	-PKR 10,000.00	
		Cancel

7. To go back to the Retail 360 page, click **Customer 360** at the bottom of the **Current Accounts** window.
8. To exit the **Current Accounts** window, click close (✕) icon.
9. To view only the savings account details, click **Savings Accounts** tab.

10. To view the loan account details, click on the account number in **Loan Account** section.
 → The system displays the **Loan Account** window.

Figure 17: Loan Account

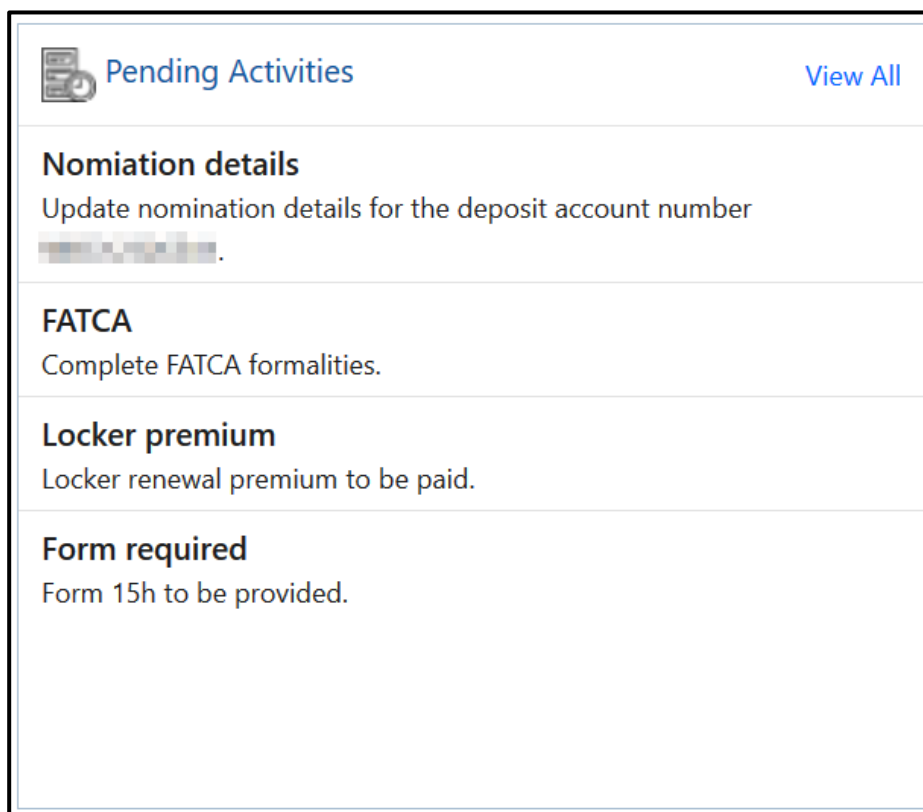



11. To view details about the specific loan, click corresponding tab. For example, to view details about the vehicle loan, click **Vehicle Loan** tab.
12. To exit the **Loan Account** window, click close  icon.

2.2.3 Pending Activities

In this tile, activities that are pending from both the RM and the customer are displayed. The RM can view these activities and make necessary actions based on the criticality.

Figure 18: Pending Activities

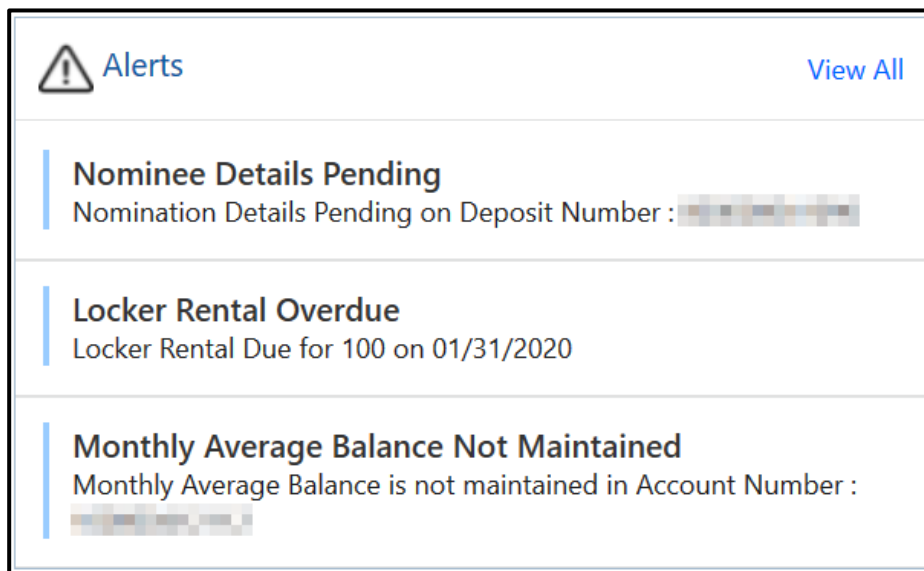



1. To view all the pending activities, click **View All**.
2. To exit the **Pending Activities** window, click close  icon.

2.2.4 Alerts

Items that requires immediate action, such as payment overdue, are displayed in the **Alerts** tile. By periodically monitoring this section, the RM can well prioritize their actions to be performed.

Figure 19: Alerts





1. To view all the alerts, click **View All**.
2. To exit the **Alerts** window, click close  icon.

2.2.5 Pending Requests

Requests that are made by the customers and not yet responded by the bank are displayed in this tile.

Figure 20: Pending Requests

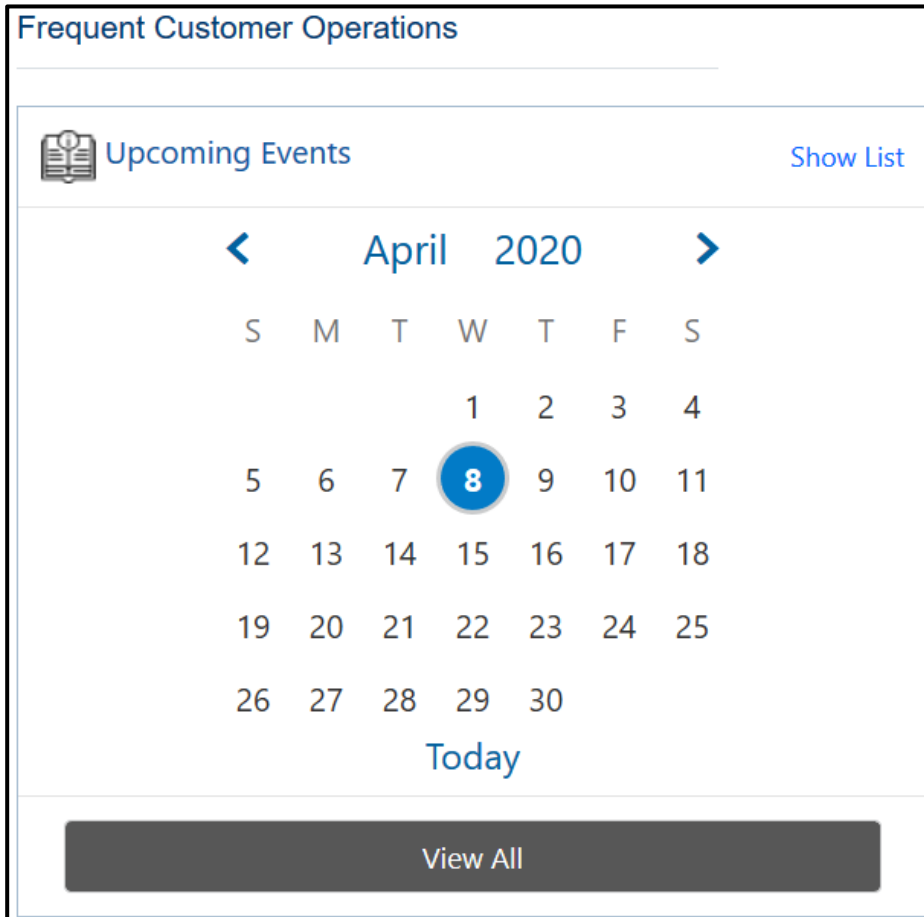
 Pending Requests View All
New debit card request Requested on 1/2/2020
Change of address Requested on 12/26/2019
New Cheque book Requested on 12/27/2019
New Cheque book Requested on 1/3/2020


1. To view all the pending requests, click **View All**.
2. To close any window, click  icon.

2.2.6 Upcoming Events

This tile displays the schedule of the customer based on their activities.

Figure 21: Upcoming Events

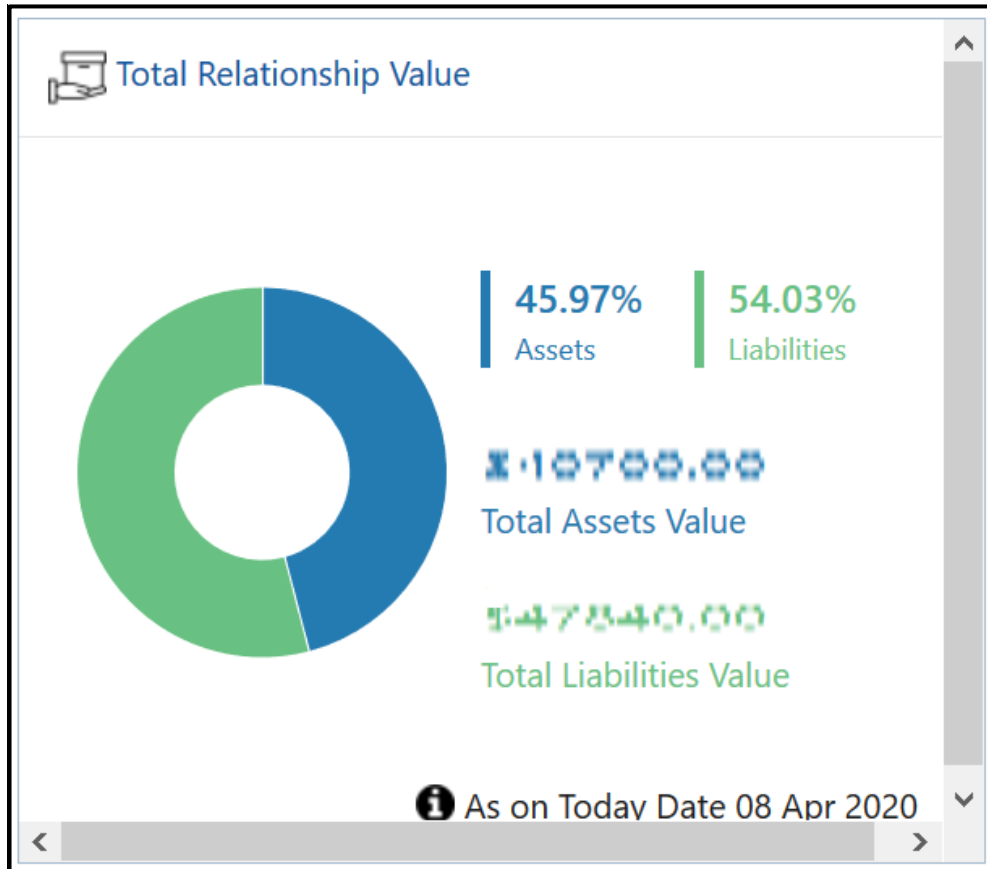


1. To view the upcoming events as list, click **Show List**.
2. To view all the upcoming events, click **View All**.
3. To close any window, click  icon.

2.2.7 Total Relationship Value

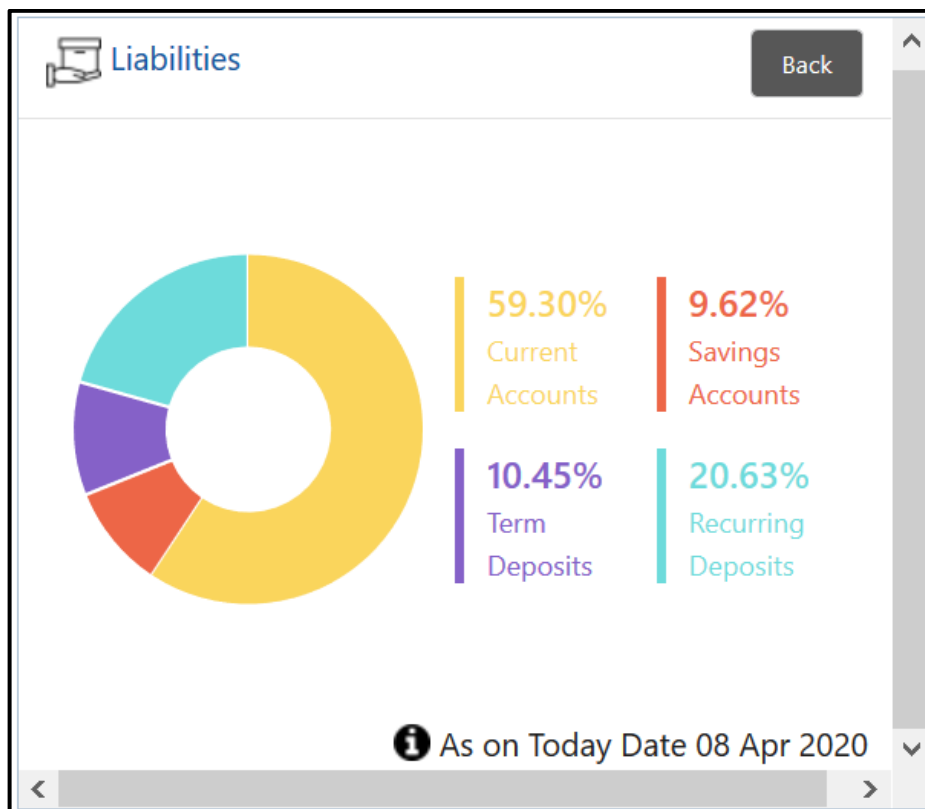
The total value of relationship between the customer and the bank in terms of assets and liability is displayed in this tile.

Figure 22: Total Relationship Value



1. To view only the liability value, click the liability portion of the relationship chart.
→ The system displays the **Liability Chart**.

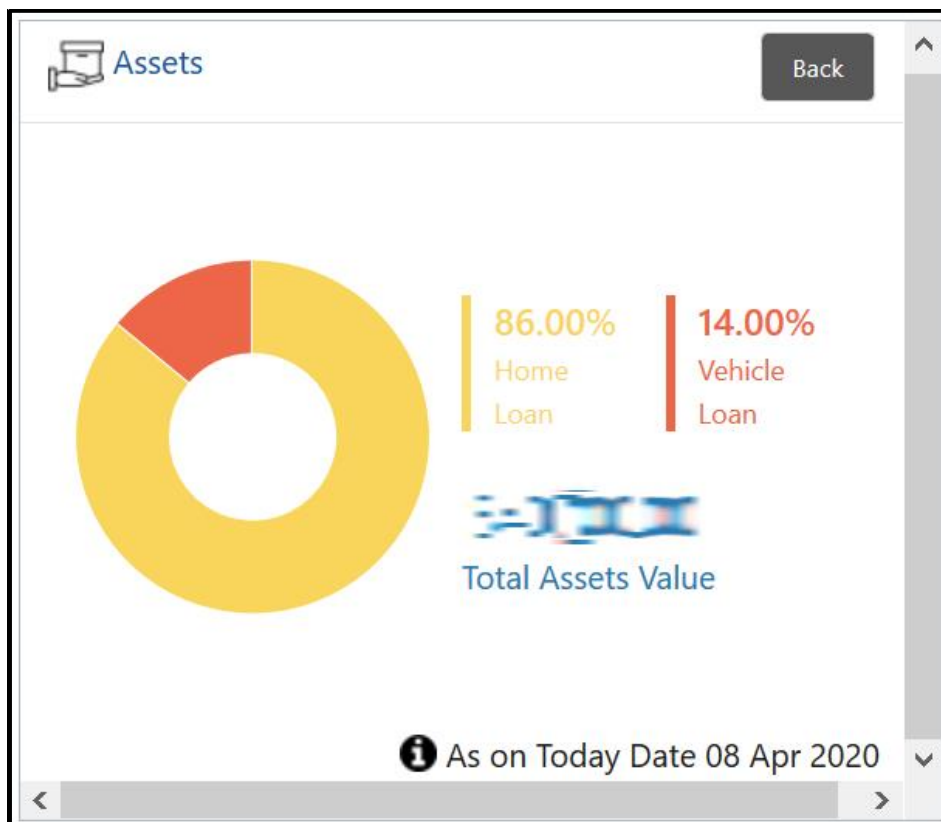
Figure 23: Liability Chart



2. To view the relationship chart, click **Back**.

3. To view only the asset value, click the asset portion of the relationship chart.
→ The system displays the **Assets Chart**.

Figure 24: Assets Chart



4. To view the relationship chart, click **Back**.

2.2.8 Last Five Transactions

This tile displays information about the last five transactions done by the customers.

Figure 25: Last Five Transactions


	Last 5 Transactions	View All
	00000000000000000000 NEW DEPOSIT Credited 55,000.00 on 2/4/2020	
	00000000000000000000 000 Debited 8,18.00 on 2/4/2020	
	00000000000000000000 NEW DEPOSIT Debited 15,000.00 on 2/3/2020	
	00000000000000000000 NEW DEPOSIT Debited 11,000.00 on 2/3/2020	
	00000000000000000000 LOAN PRINCIPAL REPAYMENT Debited 55,000.00 on 2/3/2020	


1. To view the detailed information, click **View All**.
2. To close any window, click icon.

2.2.9 Fee Income Products

In Retail 360, Products through which the bank is gaining income from the customer are grouped and listed in **Fee Income Products** tile.

Figure 26: Fee Income Products

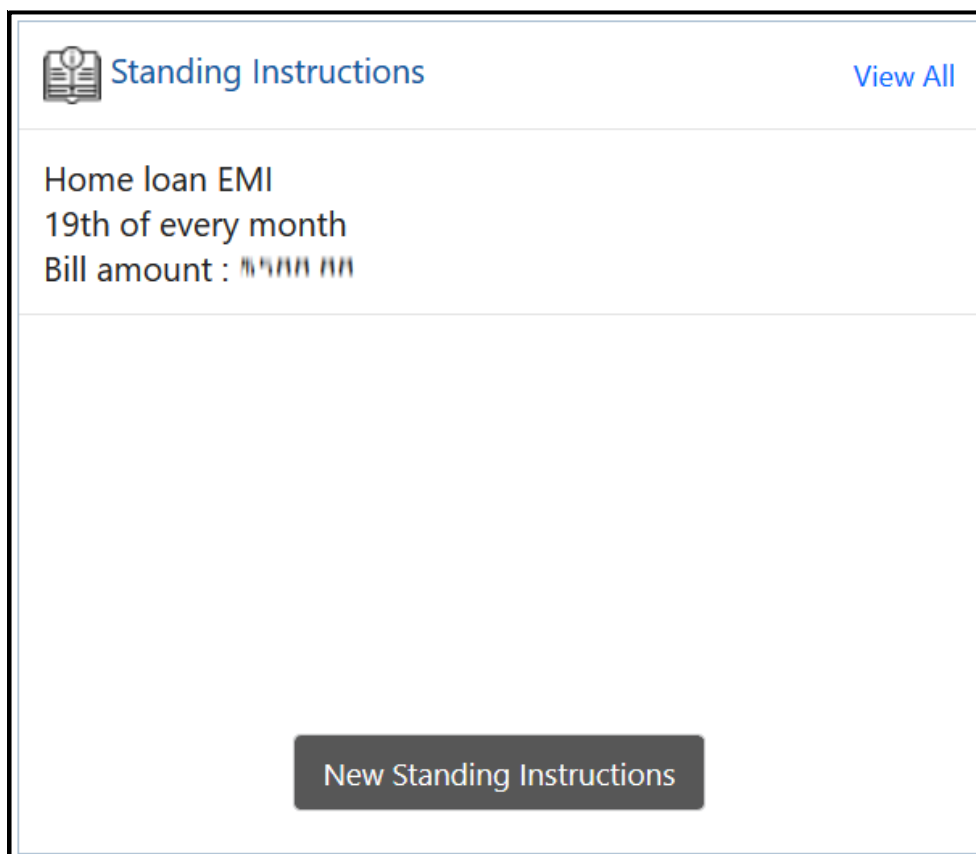
 Fee Income Products View All			
Credit Cards	Demat Account	Insurance	Mutual Funds >
<div>1031013111111111</div> <div> <div>Currency</div> <div>USD</div> </div> <div> <div>Bill Amount</div> <div>\$405.00</div> </div> <div> <div>Next Due Date</div> <div>10/31/2019</div> </div> <div></div>			
<div>1031013111111111</div> <div> <div>Currency</div> <div>USD</div> </div> <div> <div>Bill Amount</div> <div>\$2,000.00</div> </div> <div> <div>Next Due Date</div> <div>10/30/2019</div> </div> <div></div>			


1. To view all the fee income products, click **View All**.
2. To view the specific fee income products, click corresponding tab. For example, to view the demat account, click **Demat Account** tab.
3. To close any window, click  icon.

2.2.10 Standing Instructions

Standing instructions set for the customer accounts are displayed in this tile. In addition to viewing existing instructions, the RMs can easily create new standing instructions from this tile.

Figure 27: Standing Instructions

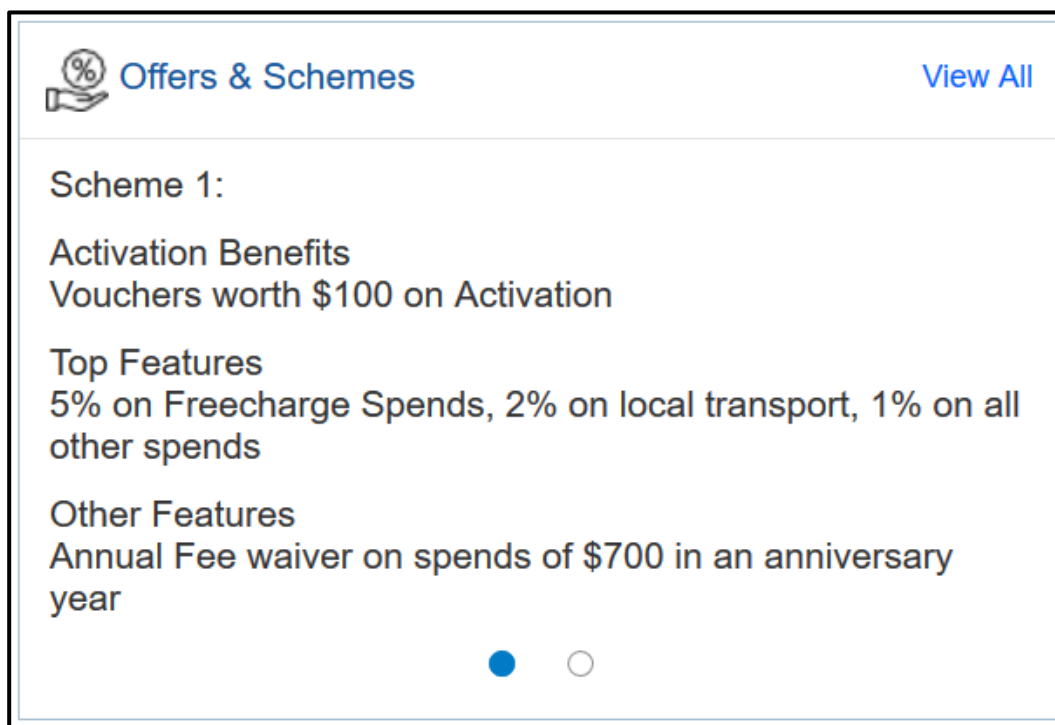


1. To view all the standing instructions, click **View All**.
2. To close any window, click  icon.

2.2.11 Offers and Schemes

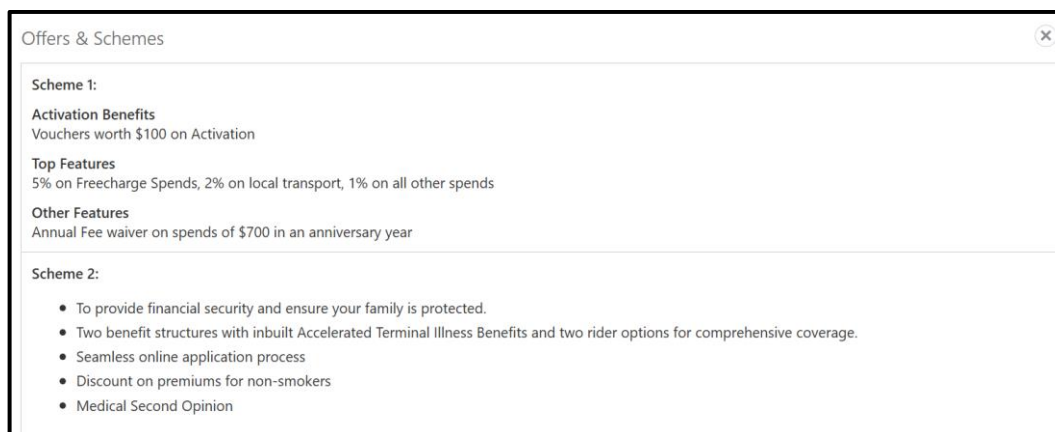
This tile displays all the offers and schemes that are already availed by the customers. Knowing the customer's existing offers and schemes helps the RM in promoting different products.

Figure 28: Offers and Schemes



1. To view all the offers and schemes, click **View All**.
→ The system displays the **Offers and Schemes – Expanded View** window.

Figure 29: Offers and Schemes – Expanded View



2. To exit the **Offers and Schemes – Expanded View** window, click close  icon.

3 List Of Menus

1. Account Information – [Account Information](#) (pg. 11)
2. Alerts – [Alerts](#) (pg. 18)
3. Fee Income Products – [Fee Income Products](#) (pg. 25)
4. Last Five Transactions – [Last Five Transactions](#) (pg. 24)
5. Offers and Schemes – [Offers and Schemes](#) (pg. 27)
6. Pending Activities – [Pending Activities](#) (pg. 17)
7. Pending Requests – [Pending Requests](#) (pg. 19)
8. Personal Information – [Personal Information](#) (pg. 6)
9. Standing Instructions – [Standing Instructions](#) (pg. 26)
10. Total Relationship Value – [Total Relationship Value](#) (pg. 21)
11. Upcoming Events – [Upcoming Events](#) (pg. 20)