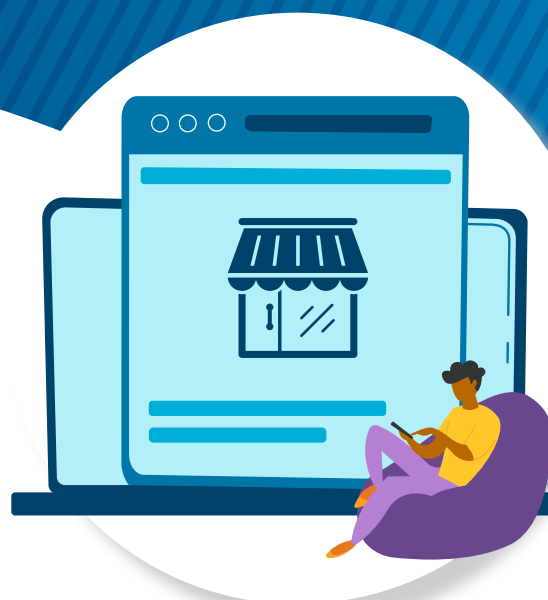


# Digital, End-to-End Onboarding for Small Business



## Q2 Business Account Opening

Business owner expectations related to business services have changed! When it comes to account opening, small business owners expect to be able to execute these transactions digitally.

Small businesses are digital customers today and they expect community financial institutions (FIs) to offer them fast account opening (AO). Q2 Business Account Opening satisfies their expectations and quickly opens new channels of growth for FIs.

Choosing Q2's AO solution ends time-consuming, manual onboarding processes and fulfills small businesses' desire for simple, straightforward banking and business services experiences. Your FI will be up and running and selling services to this growing yet underprovided small business segment in no time.

## Greater efficiency, faster time to revenue, and better experiences

Our solution reduces paper and processing times. As a result, there are reduced wait times for customers and staff, and your FI can recognize revenue more quickly. And for your small business customers, they gain the self-service option to conduct banking and business activities when they want to do so, from their mobile phones or desktops.

Since 2020 and the onset of the Covid pandemic, digital onboarding has increased

# 40%

Meanwhile in-branch account opening has dropped

# 90%

Is it time to have a single digital acquisition and onboarding solution?

Your FI gains:

- Speed to market
- Easy customization
- Improved lead generation
- More revenue opportunities

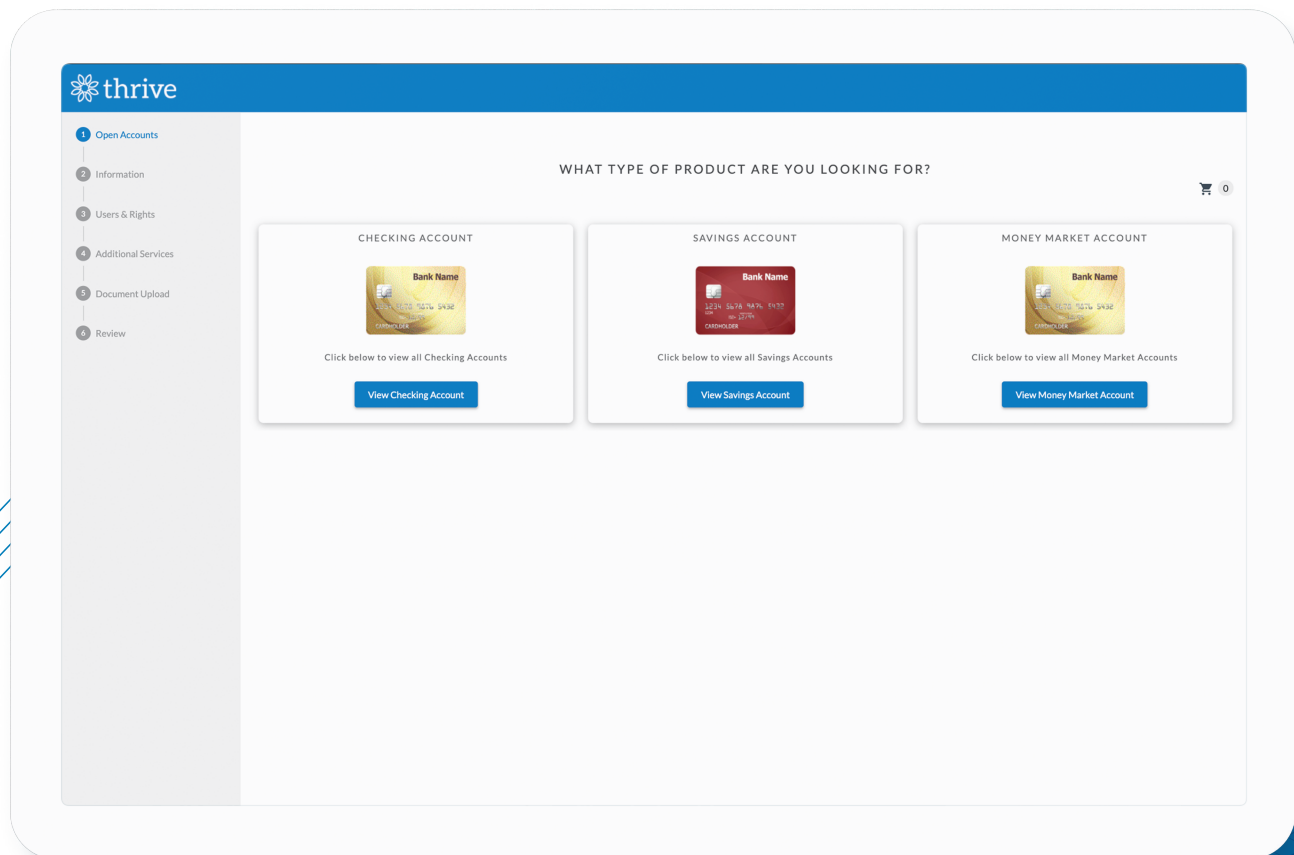
## Installation and operations made simple

Q2's modular solution will be a boon to your staff with its simple, uncomplicated front-end interface and straightforward, no-hassle back-office management. Your FI can swiftly onboard new small businesses using a streamlined workflow.

The Q2 Business Account Opening platform is built on proven best practice workflows, and we'll work closely with your staff to ensure success. Q2 will help your FI through the installation process and guide admins and other staff through configuration and any other requirements.

## Q2 Business Account Opening - what to expect

Your FI can expect the user experience that your customers want, the back-office efficiency your admins wish for, and more opportunities to grow.



# Features



## Product Types

- Checking
- Savings
- Money Market



## User Experience

- Dynamic workflow – adjust by business type
- Self-service workflows for authorized signers, beneficial owners, and control persons



## Back Office

- Automated due diligence (KYC, KYB)
- Self-service document upload
- Streamlined approval workflow and document management
- One-click core account creation



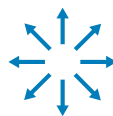
## Business Types

- Sole proprietorship
- LLC
- Corporation
- Partnership
- Not-for profit



## Installation & Operational

- Core integrations
- A standalone solution or seamlessly integrate it with the Q2 platform
- Automated due diligence
- Robust document management
- Easier entity management



## Opportunities

- Meet the needs of an underserved and growing market
- Cross-sell & upsell chances increase for treasury services and other banking and business services



## And more

- Immediately recognized revenue
- Cost savings
- More small business relationships and greater loyalty
- Meet the immediate needs of those small businesses requiring post-pandemic funds
- Continue to build stronger communities

For more information, go to [Q2.com](https://Q2.com) or call (833) 444-3469.