



## Prokope Consulting Services Overview

### Introduction

Prokope is a premier advisory firm that specializes in bridging the gap between strategy and technology. We empower financial institutions, fintech companies, and consulting partners with the insights and expertise needed to thrive in today's digital economy. Our approach is rooted in a deep understanding of industry challenges and a commitment to driving tangible outcomes.

### Our Expertise

- **Financial Institutions:** We guide traditional banks and financial services through digital transformation with strategic planning and technology integration.
- **Fintech Companies:** We empower fintechs to elevate their sales strategies and product solutions, ensuring alignment with enterprise demands and fit for market.
- **Consulting Partners:** We augment the capabilities of consulting firms with industry-specific expertise and executive presence to win and deliver on large-scale projects.

### Unified Value Proposition

At Prokope, we believe in the power of incremental progress and strategic innovation. Our services are tailored to meet the unique needs of each sector within the financial industry, ensuring that our clients not only keep pace with technological advancements but also set the trends.

### Methodology

Our methodology is a blend of analytical precision and creative strategy. We start with a comprehensive assessment, followed by collaborative planning and execution. Our goal is to ensure that every technology investment and initiative is closely aligned with our clients' strategic objectives.

### Contact Information

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# Strategic Innovation for Financial Institutions

## Introduction

Prokope partners with financial institutions to navigate the digital landscape with a strategic, results-oriented methodology. Our services are designed to align long-term visions with immediate outcomes, ensuring that every step taken is a stride towards enduring success.

## Core Services

- **Executive Strategy Workshops:** Collaborative sessions with executive leaders to define business strategies and align them with technological initiatives.
- **Business Objective Mapping:** Translating strategic goals into actionable technology projects and initiatives that drive innovation and digital transformation.
- **Capability Assessment:** Evaluating current capabilities and maturity levels to pinpoint opportunities for technological advancement.
- **Technology Roadmap Development:** Crafting a clear and actionable roadmap that aligns your team, resources, and efforts with well-defined goals, ensuring strategic progress and measurable outcomes.
- **Integrated Execution:** Working alongside financial institutions, fintech partners, and consulting firms to implement and mature technical capabilities that realize business outcomes.

## Value Proposition

Prokope's unique blend of strategic foresight and tactical agility ensures that financial institutions not only envision their future but also make it a reality. Our commitment to driving business outcomes is matched by our dedication to fostering innovation and transformation at every level.

## Methodology

Our methodology is both systematic and adaptable, tailored to the unique needs of each financial institution. We begin with a thorough assessment, followed by strategic planning and hands-on execution, ensuring that technology serves as a robust engine for business growth.

## Call to Action

Embark on a journey of strategic transformation with Prokope. Contact us to discover how our expertise can drive your institution's success.

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# Empowering Fintech Sales from Pitch to Partnership

## Sales Enablement & Strategy

Prokope brings a wealth of experience and credibility to your sales team, enhancing your engagement with large enterprises. Our role is to fortify your sales process with deep industry knowledge and technical acumen, ensuring your team presents with authority and expertise.

## RFP Excellence

We embed ourselves within your team to craft compelling RFP responses that stand out. Our strategic input is designed to elevate your proposals, improving your chances of progressing to subsequent phases of vendor selection with a clear understanding of enterprise-level expectations.

## Sales Cycle Support

Our involvement doesn't end with the RFP. Prokope is a steadfast ally throughout the sales journey, providing continuous support to ensure every interaction with potential clients is informed, strategic, and aligned with enterprise procurement processes.

## Delivery & Implementation Advisory

Beyond the sale, Prokope works in tandem with your product and implementation teams. We serve as a bridge between your Fintech solutions and the Financial Institution's needs, driving innovation and ensuring the delivery is as efficient as the pitch was persuasive.

## Value Proposition

With Prokope, your sales process is not just supported—it's enhanced. We don't just advise; we integrate, collaborate, and execute alongside your team, ensuring that from the first RFP to the final implementation, your solutions are not just selected, but successfully adopted by referenceable clients.

## Call to Action

Elevate your Fintech's sales process with Prokope's comprehensive support. Let's connect and discuss how we can transform your sales journey into a series of successful partnerships.

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# Amplifying Impact for Systems Integrators and Consulting Partners

## Strategic Expertise

Prokope offers a unique blend of industry-specific knowledge and executive presence that complements the operational capabilities of systems integrators. We provide the strategic oversight and expertise necessary to win and manage large-scale projects effectively.

## Executive Presence & Industry Expertise

Our deep understanding of the financial and fintech sectors means we can engage at all levels, ensuring that projects are not only technically sound but also aligned with the strategic vision and business objectives of the client.

## Capability Augmentation

While systems integrators excel in project execution, Prokope enhances their offering with specialized skills in areas such as digital transformation, Salesforce platform optimization, and fintech innovation, bridging any gaps in expertise.

## Collaborative Approach

We work in close partnership with systems integrators, ensuring a seamless blend of execution and strategy. Our collaborative approach ensures that the integrator's strengths are amplified with Prokope's strategic insights.

## Value Proposition

Prokope equips systems integrators with the strategic edge needed to secure and deliver on complex projects. Our involvement ensures that every aspect of the project is executed with a clear understanding of the industry nuances and client expectations.

## Call to Action

Strengthen your project bids and ensure impeccable delivery with Prokope's strategic and industry expertise. Connect with us to explore how we can collaborate for enhanced project success.

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## Let's Begin Your Journey of Transformation

Prokope is your strategic partner in the journey towards innovation and excellence. Whether you are a financial institution seeking to redefine your digital strategy, a fintech company aiming to revolutionize the market, or a consulting partner looking to enhance your delivery capabilities, we are here to guide you every step of the way.

### Final Call to Action

Join forces with Prokope to navigate the complexities of the digital economy. Our expertise is your asset in crafting a future that not only responds to change but drives it.

### Next Steps

1. **Discover:** Explore our comprehensive suite of services tailored to your needs.
2. **Engage:** Reach out to us for an in-depth discussion on how we can address your unique challenges and objectives.
3. **Transform:** Collaborate with us to implement strategic solutions that drive growth, efficiency, and competitive advantage.

### Join the Prokope Community

Become part of a network that values progress, innovation, and success. Contact us today to schedule a consultation and take the first step towards a brighter, more efficient future.

### Our Success Stories

At Prokope, we are not just consultants; we are strategic partners committed to the success of our clients. Here are some of our success stories and what you can expect from working with us:

*"I had the privilege of working with Felix while at Q2, primarily on our digital client onboarding strategies. Felix understood clearly our vision and helped to translate much of that into the platforms we were jointly developing, bringing a solid background of business banking combined with deep knowledge of technology solutions."*

**- John Schulte, SVP - Chief Information Officer, Mercantile Bank**

*"We had deployed Salesforce without a vision. Felix consulted with us to understand the technical landscape. With his knowledge and expertise, we developed a strategy that improved sales outcomes by over 10%. We also enhanced our releases, boosting the sales teams' success rate. Felix is an excellent partner who listens to the business and technical teams and finds the right strategy and solution to drive improved business outcomes."*

**- Amy Evins, SVP - Wholesale Business Information Officer, SunTrust Bank (now Truist)**

*"I worked with Felix on a digital loan origination program with tight deadlines. He ensured we delivered a fully automated, top-notch experience, meeting end-user expectations. Felix's dedication was evident as he consistently went above and beyond, showcasing his commitment to project success and client satisfaction."*

**- Christopher Blotto, Chief Information Officer, Investors Bank (now Citizens Bank)**

*"As CTO, Felix was my Head of Enterprise Architecture for Wholesale Banking. He was accountable for the evolution of our business-technology strategy and architectural oversight. Felix is an expansive thinker, a master planner, and 'a visionary in strategy execution'. His humility and core values guide his execution, making him a pleasure to work with."*

**- Mike Roth, Chief Technology Officer, SunTrust Bank (now Truist)**

*"Felix has the unique ability to dive deep into business and technical details while maintaining a clear strategic vision. We saw the transformative change and maturity he brought to the team. Felix had a genuine way of connecting with everyone -both our colleagues and customers. Felix connects genuinely with everyone, earning high regard for his expertise."*

**- Darpan Saini, GM & Chief Technology Officer, Q2**

*"Facing a complex Salesforce transformation at a top bank, I sought Felix's expertise. He confidently advised us, delivering an integrated platform with a comprehensive customer view. His expertise influenced key vendor solutions. We hired him, valuing his unmatched expertise and strategic acumen."*

**- Pete Kantor, SVP - Wholesale Banking Sales Enablement, SunTrust Bank (now Truist)**

*"I've collaborated with Felix for over a decade. He consistently showcases leadership, strategic insight, and deep financial tech knowledge. His contributions have been pivotal in our growth. Felix's ability to drive results and lead teams has made him a visionary leader."*

**- Scott Sanders, Chief Technology Officer, SunTrust Bank (now Truist)**

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