

Case Study

Bank of Walnut Creek

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Profile:

Founded in 1980, the Bank of Walnut Creek employs 120 people at its eight Northern California branches. BWC has about 15,000 accounts and approximately \$400 million in assets. In 1987, U.S. Banker magazine ranked BWC as one of the top performing community banks in the U.S.



"When I create, run and print a report in SmartReports, it takes about one to two hours and still may not be right. With INVISION, I can create a report and get the details I need in just a few minutes."

Rick McGhehey
IT Manager

● A Smarter Way to Create Reports
INVISION



At the Bank of Walnut Creek (BWC), a community bank consistently honored for safety and soundness by leading independent banking consultants, bank employees rely on INVISION from Response Technology for financial analysis and reporting.

In 1998, BWC purchased INVISION to create customer profitability reports. “At the time we used a solution called CRISP for customer profitability reports, but it would have been costly to upgrade the solution for year-2000 compatibility,” says Lee Wines, CFO at the Bank of Walnut Creek. “We turned to INVISION because it offered a cost-effective alternative.”

Today, with INVISION, the customer profitability reports enable the bank to monitor profit associated with customer accounts and related loans – across applications. What’s more, the bank is able to determine the return on assets on an account-by-account basis, evaluate pricing for loans, and more.

While the bank implemented INVISION to create profitability reports, it has expanded its use of the software during the past few years. According to Mike Thomson, the bank’s Operations Administrator, INVISION is useful for generating DDA reports – required by a company that performs the bank’s internal audit function. “Using INVISION has been very helpful for us in that regard,” Thomson says.

Rick McGhehey, the bank’s IT Manager, concurs. “When auditors and examiners are here, they’re happy with our ability to quickly create reports,” he says.

Wines, the bank’s CFO, uses INVISION on a regular basis for both monthly and weekly reports. Wines explains that he is able to seamlessly import data from the General Ledger with INVISION into his financial models to create monthly financial, board and management reports. Also on a monthly basis, he conducts deposit and loan performance reporting and other analyses.

On a weekly basis, Wines tracks the performance and activity of new accounts. What’s more, the bank relies on INVISION for cross-selling incentives compensation.

McGhehey, explains that since the bank implemented INVISION, he creates fewer reports with SmartReports, the reporting component of ITI Premier, the bank’s data processing software. McGhehey says that the ability to build a report in INVISION and see how it looks on screen prior to printing it is helpful to him. Moreover, because INVISION is easier to use than SmartReports, BWC employees in lending, accounting, auditing, security, and other departments are now able to create their own reports.

Response
T E C H N O L O G Y

For more information on how INVISION can make ad-hoc reporting work for you and your institution, call or write us:

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