

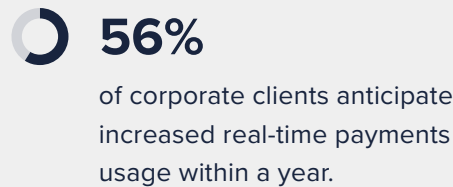
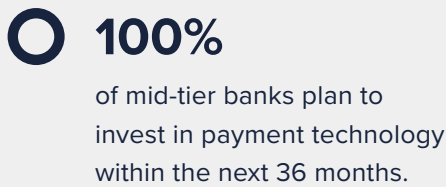
Mid-Tier Banking Payments Modernization Report 2024

Exploring Opportunities, Trends, and Challenges



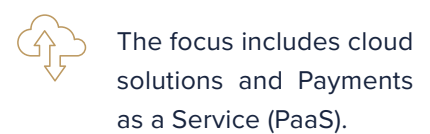
The Modernization Imperative

Mid-tier banks face unique challenges and opportunities as they modernize their payment systems to stay competitive in a fast-evolving financial landscape.



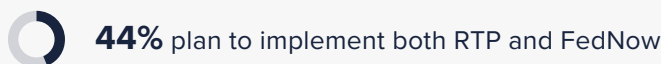
Investing in Innovation

Banks are allocating resources strategically:



Real-Time Payments: A Strategic Priority

Banks are navigating the adoption of faster payments with RTP and FedNow:

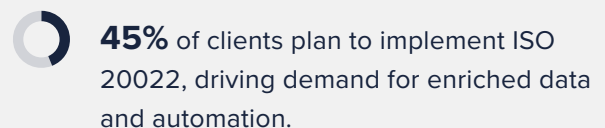



Real-time payments open new opportunities, including:

- ✓ Instant payroll.
- ✓ Just-in-time supplier payments.
- ✓ Advanced cash management tools.

ISO 20022: Beyond Compliance




The migration to ISO 20022 is more than a technical mandate:



 Banks must leverage this shift to improve reconciliation, analytics, and cross-border operations.





Top Client Needs

Business customers are seeking advanced tools to meet their financial goals:

-  **52%** want automated receivables and payables solutions.
-  **51%** prioritize cash flow forecasting tools.
-  Enhanced cross-border payment solutions are in high demand.




Key Focus Areas for Investment

To address client needs, mid-tier banks are investing in:

-  Tighter integration with ERP and treasury platforms.
-  Enhanced personalization through data-driven insights.
-  Broader capabilities like liquidity management tools.
-  Greater speed with faster payments and AI-driven automation.

The Competitive Advantage

Mid-tier banks stand uniquely positioned between smaller and larger competitors. By prioritizing flexibility, real-time solutions, and customer-centric innovation, they can:

-  Drive resilience and growth.
-  Deepen corporate client relationships.
-  Differentiate through niche excellence and consultative approaches.

About Volante Technologies

Volante Technologies is the trusted cloud payments modernization partner to financial businesses worldwide, giving them the freedom to evolve and innovate at record speed. Real-time native, API enabled, and ISO 20022 fluent, Volante's Payments as a Service and underlying low-code platform process millions of mission-critical transactions and trillions in value daily. Volante's customers include four of the top five global corporate banks, seven of the top ten U.S. banks, and two of the world's largest card networks.

About Datos Insights

Datos Insights is an advisory firm providing mission-critical insights on technology, regulations, strategy, and operations to hundreds of banks, insurers, payments providers, and investment firms—as well as the technology and service providers that support them. Comprising former senior technology, strategy, and operations executives as well as experienced researchers and consultants, our experts provide actionable advice to our client base, leveraging deep insights developed via our extensive network of clients and other industry contacts.

About the 2024 Mid-Tier Bank Payments Report

The Mid-Tier Bank Payments Report 2024 conducted by Datos on behalf of Volante Technologies explores the unique challenges and opportunities faced by mid-tier banks as they navigate payments modernization. Positioned between larger institutions with vast resources and smaller, agile competitors, mid-tier banks are investing heavily in technologies like real-time payments, ISO 20022, and Payments as a Service (PaaS) to enhance their offerings. The report highlights that 100% of surveyed mid-tier banks plan to invest in payment technology, with a focus on cloud adoption, automation, and customer-centric innovations. By addressing critical client needs such as real-time liquidity management, advanced cash flow forecasting, and cross-border payment solutions, mid-tier banks can turn their challenges into strategic advantages, strengthening their position in an increasingly competitive financial ecosystem.