GLORY

It's about
Time

Time. Once it's gone, you can't get it back. You can waste time, but you can't create it. Using time wisely has always been important, whether in business or in our personal lives.

While we can't stop time, we can save it. Time saved is time that can be spent with the people you care about, doing the things that matter.

By making processes more efficient and reducing transaction times, you can give time back to let staff focus on your customers. And your customers won't need to waste their time waiting in line.

Every minute matters – for your bank, for your staff and your customers. Make them count.

37%
of all transactions at the teller line **involve cash**

(Kronos, 2019)

Using Time *wisely*

> "Our branches have seen immediate results since implementing GLORY's cash recyclers. Working with Glory has been a game changer for us and improved our member experience."

Heather Nally
VP of Sales & Services, Purdue Federal Credit Union

Tellers are under pressure. Pressure to serve customers efficiently and deliver the customer experience that sets your bank above your competitors.

Counting and authenticating cash requires concentration. This means less time to focus on the customer. Do you want your tellers to be head down counting or would it improve the experience for your customers if they have the time to engage with them?

By automating the cash handling processes at the teller line, GLORY customers have saved each teller in the branch up to 78 minutes total per day after deploying our TCR solutions.
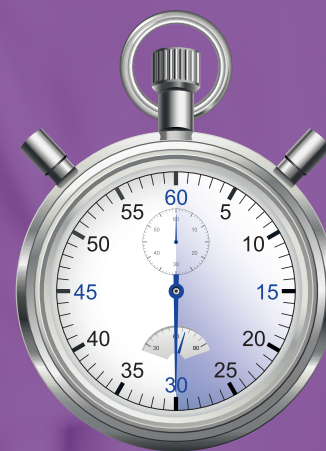
Shift **opening and closing** processes **reduced** by up to

78 mins per teller

(Glory Customer Deployments)

Spend
Time
with the people you *care about*

> " The focus for cash handling has shifted from the cash you're counting to focusing on your customer."

Tammy Goertz
Senior Vice President of Branch Operations,
First National Bank of Bastrop

Time spent in the back office is time spent away from customers. Customers are the revenue generators for every financial institution.

Glory's cash automation solutions can dramatically reduce the time spent counting cash in in the back office. From banknote sorters to coin counters and wrappers, our solutions enable your staff to maximize the time they spend with the people who matter most – your customers.

End-of-day **balancing time reduced** by

66%

(Silver State Schools)

More
Time
to uncover **opportunities**

" With the Glory TCRs, we have seen a sales increase of 8.7% (YoY), and are able to sell on average 15 more products a month."

Ben Hopper
SVP, Head of Regional Bank Strategy, ATM and CRM Delivery, First Horizon Bank

Staff throughout the branch have targets that must be met. In many cases these include new product sales.

Automation of cash processes across the branch gives staff more time to focus on customers, changing transactions into interactions. Tellers are now able to better engage with customers and uncover the right products for their needs.

Many Glory customers have seen an increase in staff productivity of more than 10% after deployment of TCR's.

Improved cash handling processes resulting in **productivity increase** of over

10%

(Bankia)

Your customers'
Time
is precious

> " [The GLORY TCR] has more than met our expectations and has genuinely improved our customer and staff experience."

Raichelle L. Kallery
Senior Retail Banking Officer & SVP,
The Savings Bank

Nobody has ever liked standing in line. And COVID-19 has made everyone even more aware of the importance physical distancing and time spent in close proximity to other people.

Depositing and withdrawing cash isn't something your customers want to do, it's something they have to do. They're time-pressed and want to get back to their day.

Glory's teller cash recyclers have reduced customer waiting time at the teller by 25%-40%. By saving customers time, their experience becomes more positive. Positive experiences grow stronger relationships and, ultimately, more profitable customers.

Improvements in **queue times** up by

30%

(Banco Sabadell)

Now is the
Time
to automate your
cash processes

Wherever you are on your cash automation journey – just starting out, working with outdated cash deposit terminals or outdated recyclers – now is the time to move forward to the latest technology.

Give time back to your staff and to your customers. Deliver a better, in-branch experience and enhance the profitability of your branch network.

It's time to talk to Glory.

GLORY

🌐 www.glory-global.com

✉ info@us.glory-global.com

☎ Toll free: 1.800.527.2638

Every minute matters for your staff and your customers.

Make them count.

Related solutions...

RBG-100

A teller operated TCR, where the RBG-100 faces the teller and used in a conventional manner.

VERTERA™ 6G

Vertera 6G teller cash recyclers deliver a simple, flexible, comprehensive and integrated teller automation solution.

UBIQULAR™ BRIDGE

Continuous performance monitoring and remote device management solution.