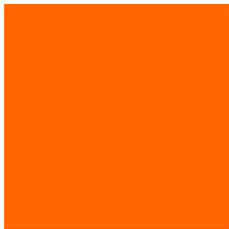


### Bell Bank

## Bank Gains Accuracy, Efficiency and Visibility Into Budgeting and Planning With Management Planning and Control Solution

Bell Bank, one of the largest independently owned banks in the U.S., had an outdated, manual budgeting system. With anticipated growth to \$10 billion in assets by 2025, the bank implemented Management Planning and Control from Fiserv to drive fast, accurate, well-informed budgeting and planning.



Bell Bank needed a modern budgeting and planning system to go with its accelerated growth and detailed financial reporting. Founded in 1966 in Fargo, ND, Bell Bank is one of the largest independent banks in the U.S., with \$5 billion in assets. However, Bell Bank still relied on manual keying in and uploading of spreadsheets for budgeting.

Blake Nelson, Bell Bank controller, said, "We are a detailed bank, so we have close to 200 profit centers and cost centers across our 25 branches. Even in one branch, we often slice it up by retail, commercial, mortgage or other lines of business. That's why we have over 1,000 general ledger (GL) accounts with 200,000 possible cost center combinations.

"We do a three-year budget. Our previous system was inefficient when it came to budgeting. The accounting department would send out Excel spreadsheets for departments to input their budgets into, and when they came back, we would upload them manually into our old system. It was terrible and very inefficient."

Nelson said his team spent time correcting data-entry mistakes and couldn't provide the necessary transparency and visibility into the numbers that managers needed to do their jobs.

Departments could not access their detailed financial data and had to ask the accounting department each time they needed to see numbers and run reports.

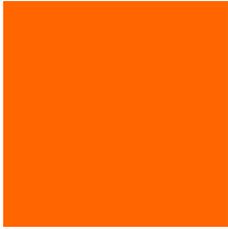
"Everything is right there at your fingertips."

**Blake Nelson**  
Controller  
Bell Bank

### New Solution Accommodates Growth Plans

Bell Bank searched for a new, more efficient budgeting system and turned to Fiserv for Management Planning and Control, an enterprise budgeting and profitability solution built specifically for financial institutions to support fast, accurate budgeting and planning. It simplifies strategic planning, budgeting, forecasting, financial consolidation, management reporting and analysis. It also provides the means to monitor, control and adjust performance as needed.

"Our management team has big growth plans. We want to be \$10 billion in total assets by 2025. The aggressive growth plan forced us to move out of the Dark Ages and into something bigger and more robust," Nelson said.



In addition to Management Planning and Control, Bell Bank also implemented Asset Liability Manager, Prologue™ Funds Transfer Pricing and Data Management System from Fiserv in 2015.

From first meeting to go-live, it took about seven months to implement Management Planning and Control.

“One of the most complex areas to implement was profitability,” Nelson said. Bell Bank has about 50 cost centers, where costs must be allocated to profit centers based on various allocation rules. Fiserv helped with the entire implementation, especially profitability, and it went smoothly with positive buy-in from managers, according to Nelson.

About 100 managers use the solution each month. GL transaction details are loaded into Management Planning and Control every month so managers can see where expenses are coming from without having to ask the accounting department.

“Our head of retail always finds me and says how much he loves Management Planning and Control. He can push ownership to the managers and they can see their numbers every day. He loves the visibility and ease of use,” Nelson said.

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“The efficiency of the product has allowed us so much more time we can spend on other projects.”

**Blake Nelson**  
Controller  
Bell Bank

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**Big Time-Savings for Accounting**

The efficiency of Management Planning and Control saved hours of time for accounting staff – an estimated

97 percent reduction in time spent, not including time that would be spent pulling reports for department managers. Under the old system, it would take 2–3 hours a month to run profitability statements on the budget. With the new solution, Nelson said, “we can press a button and run profitability on all 36 months.”

So before, it would take 36 hours to run 12 months. Now, it takes three hours to run the consolidation for all 36 months.

Reporting is streamlined and flexible. “Everything is right there at your fingertips, even year over year and actual to budget comparisons,” Nelson said.

**Client Profile**

- Named Best-In-State Banks by Forbes magazine in 2018 for two states, North Dakota and Minnesota
- One of the largest independently owned banks in the U.S.
- Opened in 1966 in Fargo, ND
- \$5 billion in assets

**Challenge**

Bell Bank used spreadsheets to gather budget information from all departments. It was inaccurate and time-consuming, and provided little visibility into data for department managers. With accelerated growth, the bank needed a modern approach to budgeting and planning.

**Solution**

Bell Bank implemented Management Planning and Control, an enterprise budgeting and profitability solution built specifically for financial institutions to support fast, accurate budgeting and planning.

Fiserv is driving innovation in Payments, Processing Services, Risk & Compliance, Customer & Channel Management and Insights & Optimization. Our solutions help clients deliver financial services at the speed of life to enhance the way people live and work today. Visit [fiserv.com](http://fiserv.com) to learn more.

"We love the cell-based reporting, where the solution links to Excel so you can use Excel's reporting functionality to format the report any way you want. We use Workforce Budgeting to load HR records into Management Planning and Control for budgeting as well, instead of manually inputting data from Excel. Now managers can see a detailed list of their employees and the itemized compensation that makes up their budget."

Nelson added, "The efficiency of the product has allowed us so much more time that we can spend on other projects. And the greater visibility has allowed our management team to make better business decisions."

### Proof Points

- Reduced time spent running profitability reports by about 97 percent
- Allowed managers to view their numbers without asking the accounting team to run reports
- Provided flexible and streamlined reporting
- Offered greater visibility into budget numbers
- Enabled staff to take on additional projects due to enhanced accuracy and efficiency



**Fiserv, Inc.**  
255 Fiserv Drive  
Brookfield, WI 53045

800-872-7882  
262-879-5322  
[getsolutions@fiserv.com](mailto:getsolutions@fiserv.com)  
[www.fiserv.com](http://www.fiserv.com)

### Connect With Us

For more information about Management Planning and Control, call 800-872-7882, email [getsolutions@fiserv.com](mailto:getsolutions@fiserv.com) or visit [www.fiserv.com](http://www.fiserv.com).