

# Optimizing financial and operational costs

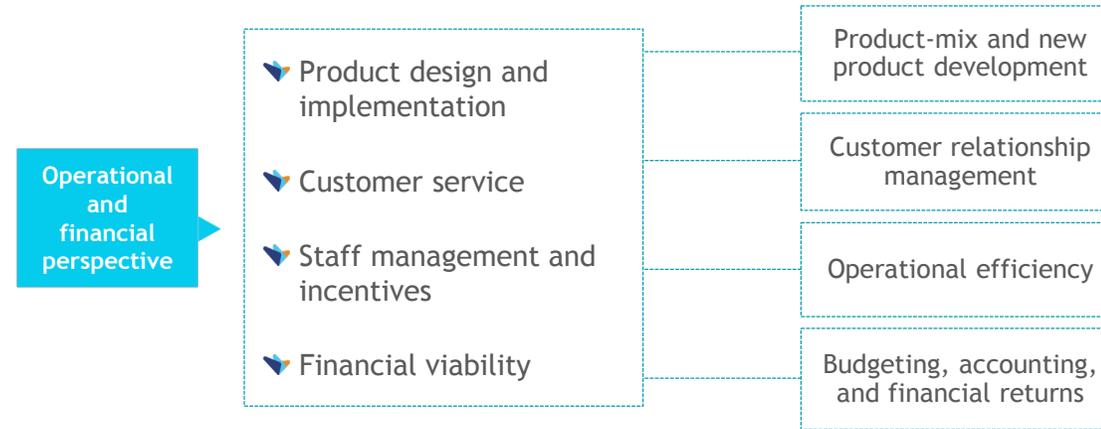
Advisory that enhances financial viability



## The challenge and opportunity

Financial institutions struggle to achieve financial viability as they offer new products, expand to new geographies, or modify their operational models. An understanding of their overall cost-structures and income flows helps financial institutions optimize the operational and financial costs to enhance their financial viability.

## Strategic context of costing and pricing



## Our impact

Our costing and pricing exercises helped financial institutions in Asia and Africa to:

- Identify and eliminate loss-making products or units that had a significant and immediate impact on the institutional viability;
- Develop and implement a framework for automation of costing systems for a real-time analytical update;
- Design and implement more effective staff incentive schemes
- Re-focus product marketing activities on more profitable products after the costing exercises.
- Develop the capacity to perform costing and pricing

## Clients and partners



## MSC offers



An articulated approach to costing financial services that focuses on the assessment of cost centers, determination of their profitability or contribution, explicit and latent costs, and development of the right cost mix from business planning and investment perspectives.



Development of the right pricing strategy based on the three-step method anchored on establishing the full costs, comparisons with the peers and within the industry, and the perceived value of the product for the users.



Training and capacity-building of management and operations team to institutionalize costing and pricing within product design and delivery, customer service, marketing, and staff incentives design.

and many more...

Key contacts: Anup Singh (anup@microsave.net); Bhavana Srivastava (bhavana@microsave.net)