KeyBank Reduced IT Infrastructure and Maintenance Costs 80%

Learn how KeyBank reduced IT costs and risk with digital transformation to the cloud.

Challenge:
KeyBank outgrew their on-premise compensation system. As the company grew, it invested significant resources to maintain servers, infrastructure, administrative labor, and facilities. After careful review of the costs to maintain and support these systems, KeyBank realized that some on-premise applications did not meet their objectives. They realized cost savings and reduced risk could be achieved by outsourcing the maintenance, support, and expertise of incentive compensation systems.

Solution:
With CallidusCloud Commissions, KeyBank is no longer concerned with maintaining and upgrading the application and can focus on their core business. Enterprise grade cloud technology controlled costs, reduced risk, and drove credibility across the organization with comprehensive reporting and analytics. KeyBank has relied on CallidusCloud for over nine years to provide premier sales, service, and support.

Since we’ve gone to the cloud, our reporting changes have required significantly less work effort than when we were on-premise.

— Gwen Braverman
SVP of Incentive Compensation Administration

KeyBank
With over 160 years of doing work that matters for clients, communities, and employees, KeyBank builds enduring relationships as the company where people want to work, bank, and invest.

Industry: Banking

CallidusCloud Commissions
Enterprise-grade cloud infrastructure, integrations, and applications to deliver mission-critical incentives

Reduced IT infrastructure and maintenance costs 80%
Optimized outcomes with real time analytics
Streamlined compensation system management

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