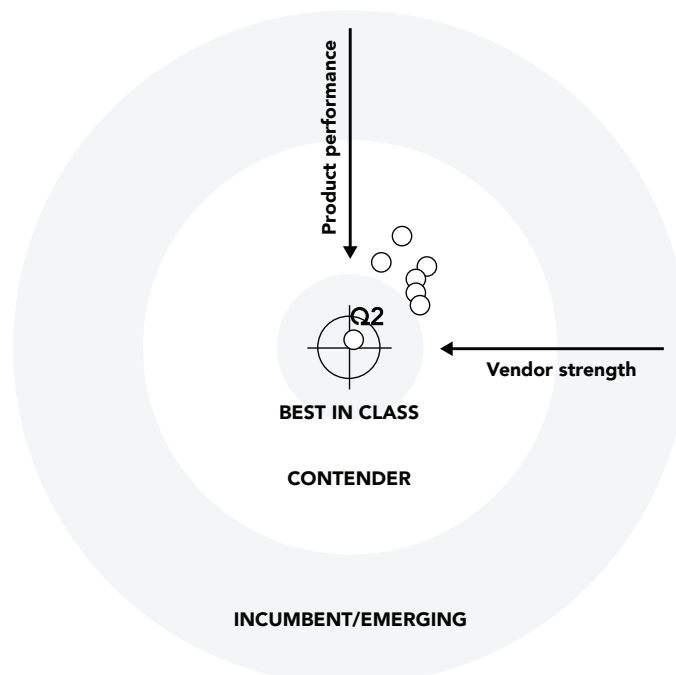


Aite-Novarica names Q2 a 2021 Best-in-Class vendor

AiteNovarica

Research firm says Q2 is the vendor to
watch in **cash management innovation**

Aite-Novarica's 2021 cash management evaluation of cash management vendors resulted in Q2 being named "Best in Class," along with ACI and Bottomline. Other vendors participating in the evaluation were Fiserv, FIS, Finastra, NCR, Infosys Finacle, and Intellect Design Arena.*



Q2 continues to maintain the "Best in Class" rating from 2020 "due to its continued focus on innovation and overall platform usability." The firm also identifies Q2 as "the vendor to watch from a cash management innovation standpoint."

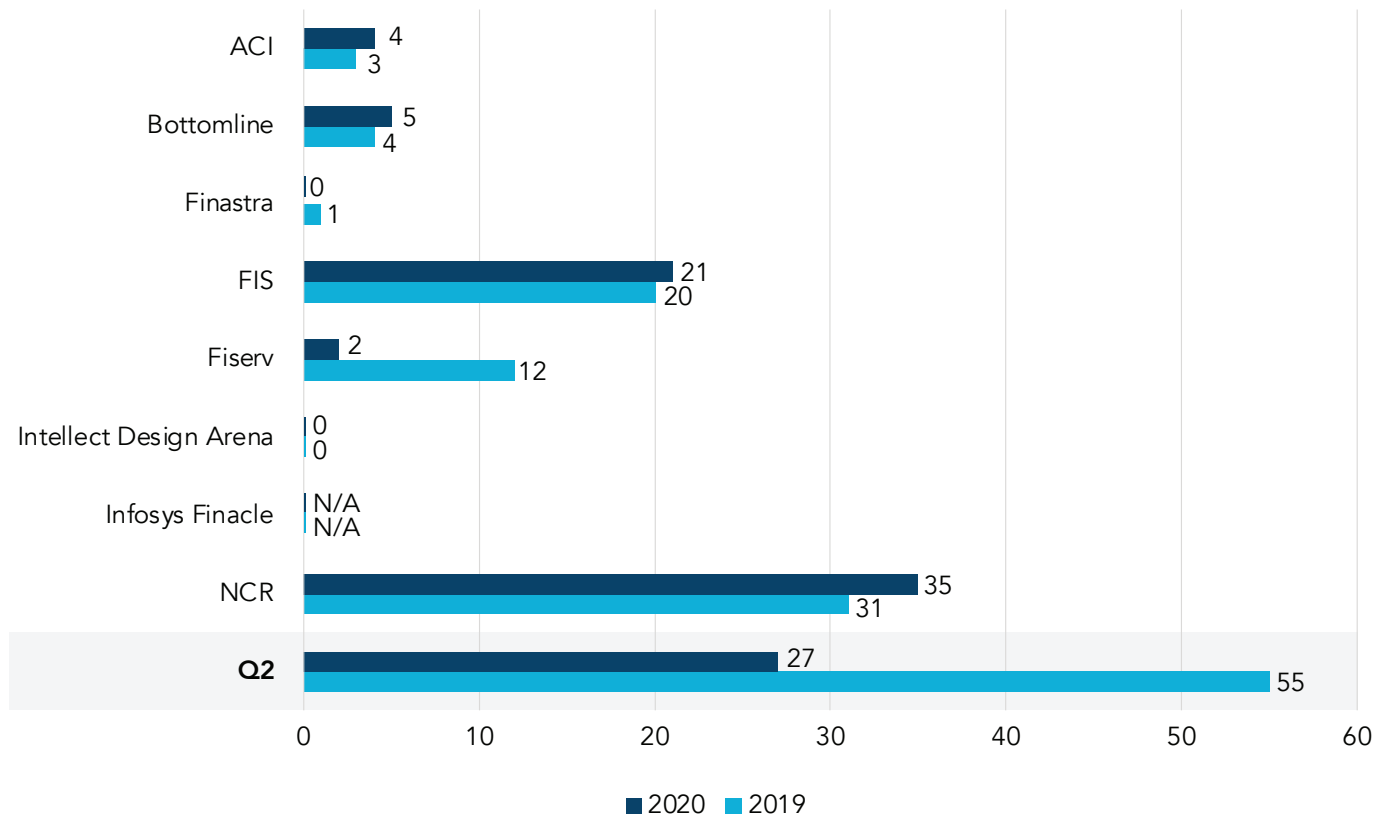
* Jack Henry did not submit RFP response for their new Treasury Product.

Q2

Another major reason for Q2's strong showing is because we've won more cash management deals in 2019-2020 than any other cash management provider.

Cash Management Deals

2019-2020



Other reasons Q2 stays ahead of other vendors

For a financial institution (FI) looking for a cash management vendor to bring innovation and growth to them, Aite-Novarica's findings may be useful in assessing prospects. In Q2's case, the findings pointed out more reasons Q2 is "Best in Class" – our fintech marketplace, smart acquisitions, the Q2 user experience, and product roadmap.



Q2 is one of the first of the cash management providers to build out a fintech marketplace and has since made smart acquisitions over the last few years that have enabled its offering to deliver value beyond traditional banking.

– Aite-Novarica



What Q2 clients are saying

Aite-Novarica reported Q2 clients are quite satisfied with our innovative technology – both cash management and overall digital banking platform. The research firm found clients “describe the platform as intuitive and easy to use both online and via a mobile device. Its administrative module and client setup capabilities were described as intuitive and icon-driven. Desired capabilities can be reached in fewer clicks than some other platforms.”

In addition, “clients really value Q2’s Partner Marketplace with integrated fintech companies. Integration can be very costly for a bank, as is due diligence and vendor management. Having the marketplace eliminates a lot of the heavy lifting for banks and saves them money.”

Several clients stated that Q2’s recent acquisitions have strengthened the overall value of our platform. They viewed Q2 as forward-looking with a roadmap moving in the direction they want to go. Aite-Novarica said clients consider the product “top notch” and note that a great deal of focus continues to be placed on enhancing it and making sure what is delivered is done correctly.

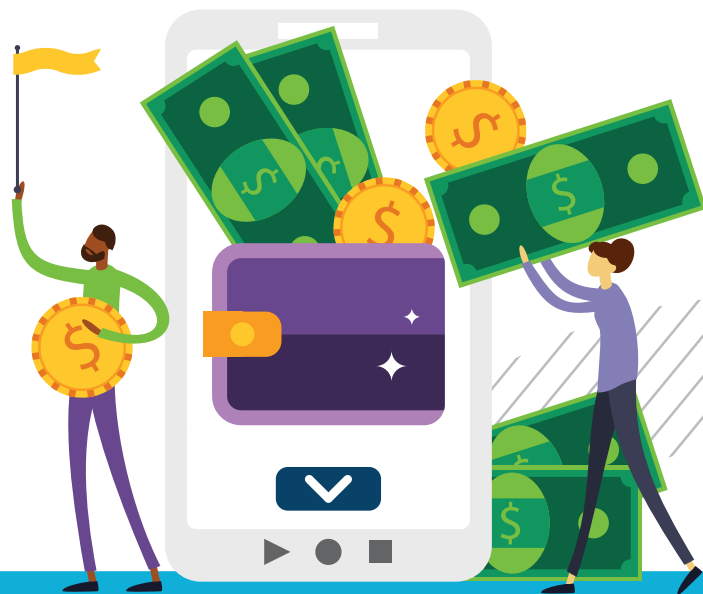
Q2 continues to grow its brand and reputation as a leading U.S. cash management technology provider, and it continues to receive positive feedback from both banks and prospects about its UX and forward-looking roadmap.

– Aite-Novarica



Client references unanimously stated that if they had to do it over again, they would once again select Q2 for its innovation, for its willingness to listen, for being a true partner to its clients, and for the single platform for consumers up to large corporate clients. From a pricing standpoint, clients also feel they are getting a lot of value for the price, as they view Q2 as a leader in the space.

– Aite-Novarica



High marks are given to PrecisionLender, too

The evaluation was also highly positive of PrecisionLender. Aite-Novarica determined that the “acquisition of PrecisionLender, in particular, and the strong analytics and pricing capabilities along with it, have given the vendor an edge over many of its competitors in its ability to tightly integrate cash management and lending, as well as identify opportunities, efficiently cross-sell products, quickly onboard customers to them, and determine their impact from a relationship profitability standpoint.”

The Q2 commercial experience

As Aite-Novarica’s analysis has found, Q2 is an innovator driving commercial banking technology today. From business account opening and treasury management onboarding to cash management and lending, Q2’s FIs serving businesses and corporations are accustomed to their clients receiving topline experiences while they attain revenue-growing results.

Read more about Q2 in the [Aite Matrix: Leading U.S. Cash Management Vendors, 2021](#).

Q2 was recognized by Aite-Novarica for differentiation in the following areas based on their roadmap and upcoming releases.

- **Dynamic personalization:** Components of the UX will dynamically change based on identified account holder traits to provide easy access to next-best-action functionality.
- **Treasury management pricing:** The vendor will be extending the pricing capabilities within PrecisionLender to also include treasury management.
- **Real-time payments:** Q2 is developing an end-to-end payment workflow for business-to-business payments that starts with RTP and includes all of the new RTP message types.
- **ERP integration:** Q2 is working with partners to establish API-to-API connections with ERP and accounting systems that are used within businesses. This will allow transaction data to flow seamlessly between the bank and ERP solutions to support payment initiation and cash reporting.
- **Innovation Studio:** The vendor will continue to build out its fintech partnerships and will be looking to also include fintech companies able to provide capital markets (i.e., buying derivatives and swaps) and international capabilities.

For more information, go to [Q2.com](https://www.q2.com) or call (833) 444-3469