

Company:	QUONTIC BANK	
Document Title:	CX Wire Procedure	
Department:	Digital Bank Operations	
Date:	August 17 th , 2022	
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Owner:	Customer Success (CX)	
Last Revision:	May 17 th , 2023	

BACKGROUND:

A wire transfer is an electronic form of transferring funds via a network administered by banks and transfer service agencies worldwide. Wire transfers, also known as wire payments, allow money to be moved quickly and securely through banks without the need to exchange cash. A transfer is usually initiated from one financial institution to another. Wire transfers involve a sender and receiving institution and require information from the party initiating the transfer and the receiver’s information. Domestic and International wire transfers contain a bank service fee. Some receiving institutions may charge an incoming wire fee.

PURPOSE:

This procedure outlines guidance for the Customer Success (CX) team to assist the client with their initial Wire requests received directly through the online banking portal (referred to as both OLB and Web Admin, which can be used interchangeably) or email or phone. The CX Team uses HubSpot to track and document the client’s wire requests. The bank’s responsibility is to ensure the client’s request is completed promptly.

RESPONSIBILITY:

CX team in contact with a client’s initial wire requests are responsible for recording, acting upon, and communicating to The CX team in contact with a client’s initial wire requests is responsible for recording, acting upon, and communicating to the client once their request is completed through the CX channels (i.e., email, online banking, phone). A HubSpot ticket on the client’s contact record captures the initial contact, progress, and completion of the request.

The CX team members are responsible for the following:

- Report all initial wire requests accurately using HubSpot (HS) tickets
- Send the client the Wire form and Wire Agreement form through the Online Banking Portal
- Forward the HS ticket to DBO-Wire Pipeline for completion
- Prevent a complaint from the client for not completing their request or responding to their request

Digital Bank Operations (DBO) team is responsible for promptly completing and initiating the wire request. DBO is responsible for communicating with the CX team if further information is needed. DBO is responsible for communicating with the client once the wire request is completed.

CX BUSINESS RULES:

- Inbound/ Email Client questions and confirmation of cut-off time
 - When does the wire need to be completed?
 - What type of wire do they need: A Regular Wire Transfer or a Closeout Wire Transfer?
 - Provide the client with the cut-off times and fees
- When contacted via phone or email, CX provides the client with the wire form and wire agreement form through a secure message
 - CX must follow Email Procedure below when a wire request comes through email

- Reply to the client's email with *Instructions Sent through OLB – Wire Request* email template
- Send a secure message using the **Wire Request pipeline** and provide wire documents and instructions
 - See the email procedure below for the full process
 - If the client does **not** have OLB proceed with an email message
- CX must send the client a new secure message if the wire request comes in through any other pipeline that is **not** the Wire Request pipeline through WebAdmin
 - See the email procedure below for the full process
- Verify the account used for the wire transfer
 - Verify funds are available
 - Double-check pending transactions
 - Restrictions/holds need to be cleared to move forward
- CX team needs to **MODIFY** the Wire Agreement form with the client's information
 - See Step 15 for more instructions
- A color copy of a valid government-issued I.D. is needed to complete all wire requests
- Quontic Bank wire fees
 - Closeout Wire: No Fee (receiving bank may charge a fee, ACH is a free option)
 - Domestic Wire Fee: \$25.00
 - Foreign Wire Fee: \$35.00
 - Incoming Wire Fee: No Fee
- Quontic Wire cut-off times:
 - Foreign - cut-off time is at 12:00 PM EST
 - Domestic – cut-off time is at 3:00 PM EST
- Incoming Foreign/Domestic Quontic Bank Information Needed
 - Address
 - 3105 Broadway, Astoria, NY, 11106
 - Phone Number
 - 800-908-6600
 - ABA/ Routing Number – needed for Domestic incoming wires
 - 021473030
 - Swift Code – needed for foreign incoming wires
 - NORHUS33
- **Closeout Wire Transfer Form**
 - NO signature
 - NO wire agreement form required
 - Complete their own Closeout Wire Transfer Form
 - Agent must **NOT** fill out the form for the client
 - Following documents are required if the funding account is **NOT** the originating funding account
 - Bank Statement and Color copy of your valid government-issued I.D.
 - Closeout wire must be sent to one of the account owners' account
 - Closeout wire can **NOT** be sent to another recipient
- **Regular Wire Transfer Form**
 - Wet Signature is Required
 - If unable to print and sign, ask DBO to send a DocuSign form to complete (last resort)
- A Wire Transfer Agreement is needed for all first-time wire transfers
 - Account List must include liquid accounts, **DO NOT** include CD account
 - The Wire Department saves these forms; see step 13 to view saved Client Agreement Forms
 - Joint account:

- If only Joint Signer A signs the form, then only Joint Signer A can do wire transfers on the account.
- If the second joint signer did **not** sign that form; that joint signer needs to sign a new agreement
 - NOT Mandatory to have both signatures on the wire agreement form
- These forms do not expire
- DBO calls the client before sending the wire to verify the information on the wire
 - NO modifications once DBO verifies the wire with the client
 - The client can ask to RECALL the wire; however, there is no guarantee of retrieving the funds
 - **BIG PICTURE:** DBO uses the ID and wet signature to verify the customer
- Wire Transfer time frame
 - Domestic Wire: Appear in the receiving account the same day or the following business day
 - Depending on the receiving bank
 - Foreign Wire: These wires can take 1- 15 business days to show on the foreign account.
 - Dependent upon the policies and procedures of the receiving bank

FORMS:

WIRE FORM

CLOSEOUT WIRE FORM



Wire Transfer Request

Please email CustomerService@quonticbank.com by 4:00pm. If received after that time this form will be held until the next business day for processing.

*US Dollar Wire Deadline for Same Day Processing
 *12:00 PM Wire Deadline for Foreign Currency Processing

Date: _____

Customer (Originator) Name: _____

Quontic Bank Account #: _____

Wire Amount (U.S.): _____

Purpose of Wire: _____

Beneficiary Data (BBK):

Name of Institution: _____

City, State, Country: _____

ABA Routing Number: _____ SWIFT Code: _____

Beneficiary Data (BNF):

Beneficiary Name: _____

Beneficiary Address: _____

Account Number: _____

Reference / Instructions: _____

Further Credit To / Intermediary Bank (IBK):

ABA/ACCT# / Name: _____

Address: _____

Account # / Swift: _____

By signing below, Customer authorizes Quontic Bank to process the wire transfer described in this Wire Transfer Request, at Customer's risk, to the person the Receiving Bank believes to be the Beneficiary named above.

X _____
 Customer's Authorized Signature(s)

BRANCH USE ONLY

Instructions Received By: _____

Funds Verified: Yes No Verification and callback done by: _____

Signature Verified: Yes No

Customer Callback: Yes In Person _____

Customer Name Contacted: _____

Date and Time Called: _____

Quontic Signatures: _____

Two authorized signatures are required for every wire.

Branch Control Number: _____

OPERATIONS DEPARTMENT
Attach OFAC screening for recordkeeping purposes.

Rev. 11-29-2022

PAGE 1



Wire Transfer Form for Retail Deposit Account Closure

Date: _____

Customer Name: _____

Customer Account Number: _____

Wire Amount (U.S.): _____

Purpose of Wire: _____

Beneficiary Data (BBK)

Name of Institution: _____

City, State, Country: _____

ABA Routing Number: _____

Beneficiary Data (BNF)

Beneficiary Name: _____

Beneficiary Address: _____

Beneficiary Account Number: _____

Branch Use Only

Instructions Received By: _____

Customer Call Back Required

Verification Callback Done By: _____

Name of Customer Contacted: _____

Date and Time Called: _____

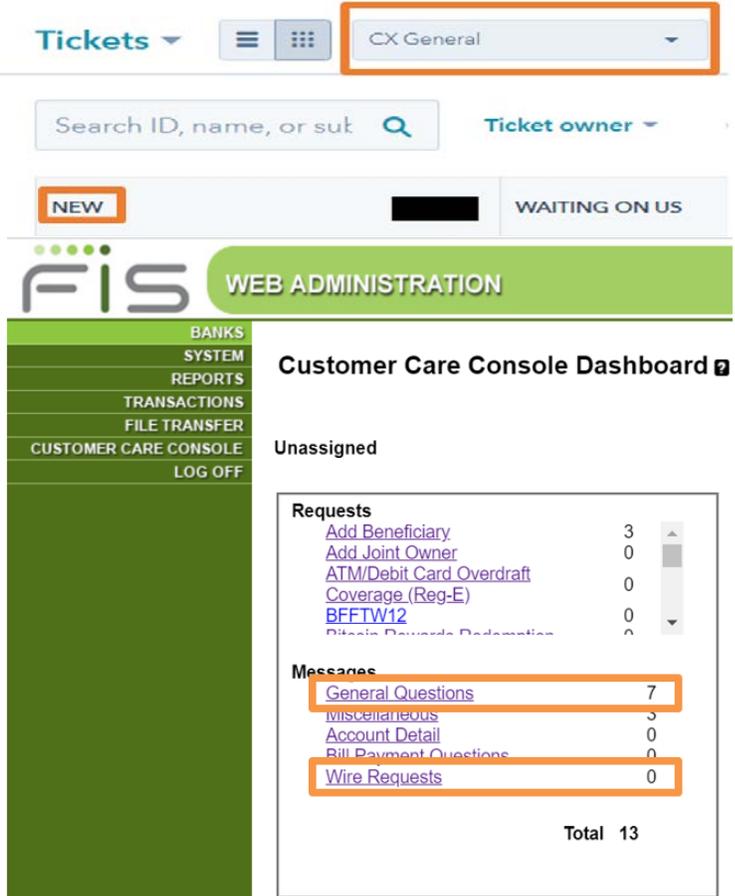
Quontic Authorized Signatures Two signatures required for every wire

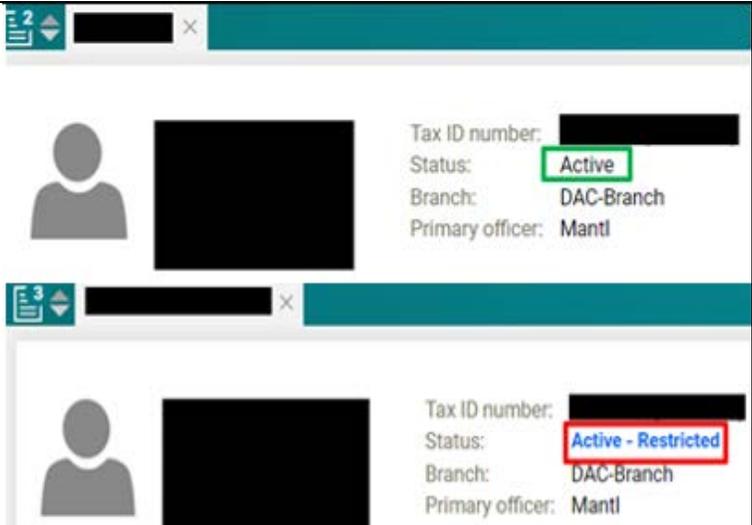
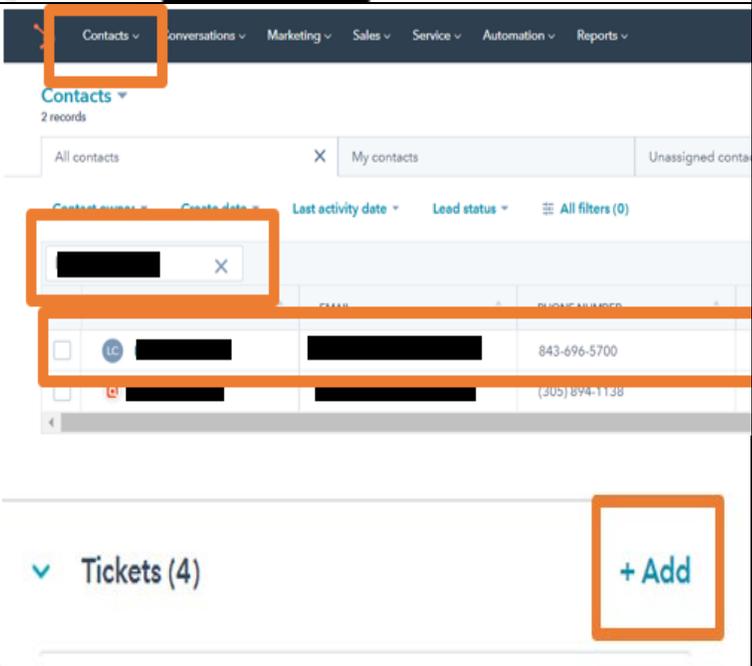
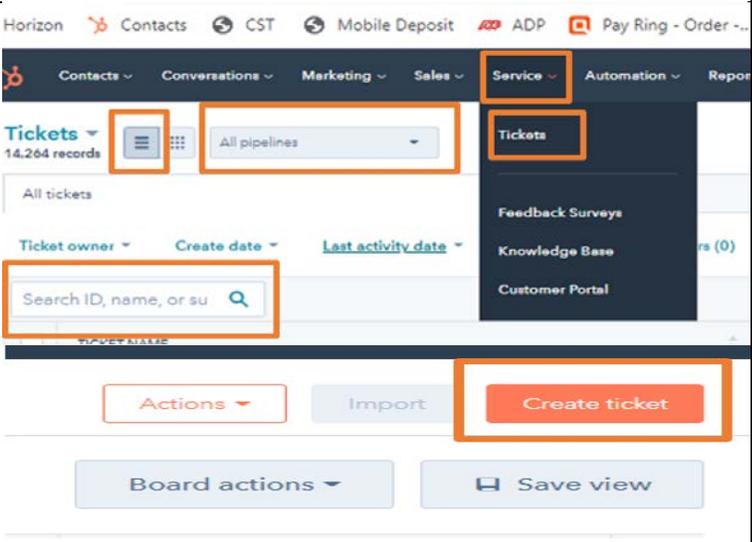
Operations Department

Attach OFAC screening for recordkeeping purposes

5.21.2020

PROCEDURE:

STEP	DESCRIPTION	IMAGE
1.	<p>Locate the customer’s request through the following CX channels:</p> <p><u>FIS Web Admin:</u></p> <ul style="list-style-type: none"> • General Questions • Wire Request <p><u>Email:</u></p> <ul style="list-style-type: none"> • Customerservice@quonticbank.com <p><u>Gila Engagement:</u></p> <ul style="list-style-type: none"> • Chat • Inbound Call • Outbound Call <p>Best practice: Send an OLB secure message while on the call and obtain the confirmation to move the ticket for processing before disconnecting the call.</p> <ul style="list-style-type: none"> • If the customer does NOT have OLB send an email. 	
2.	<p>Locate the Client’s Account in Horizon XE</p>	
3.	<p><u>Authenticating Account Holder:</u> Authenticating the account holder before providing any account information is a critical requirement.</p> <p><u>Impact:</u> Failing to properly identify the account holder may inadvertently provide confidential information to a non-account holder and put both Quontic and the account holder at risk.</p> <p><u>Important Information:</u> Corrective action up to termination will be provided if an account is not authenticated and account information is provided.</p> <p><i>See the Contact Handling SOP for the full procedure</i></p>	

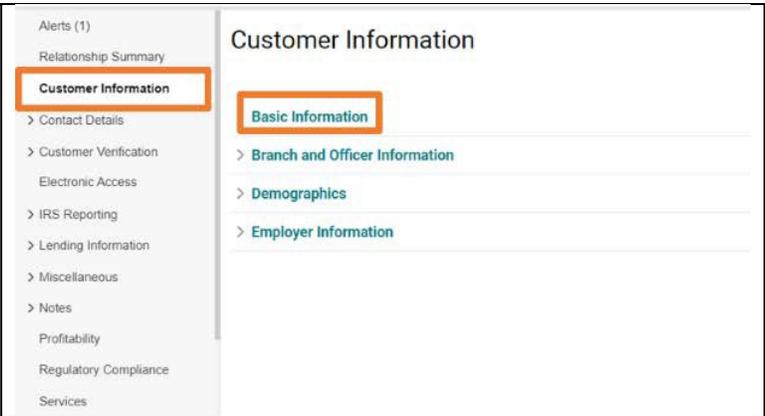
<p>4.</p> <p>Verify Account Status is Active. CX can proceed with the client's request</p> <p>If the account is Restricted, CX must address the restriction before moving forward with the request</p>	
<p>5.</p> <p>HubSpot</p> <p>Click on Contacts</p> <p>Search the Clients name</p> <p>Click on the Client's Name</p> <p>If the client is in Contacts</p> <p>Click on +Add next to Tickets</p> <ul style="list-style-type: none"> • Proceed to step #7 <p>If the client does NOT have a contact Proceed to step #6</p>	
<p>6.</p> <p>Click on Service</p> <p>Click on Tickets</p> <p>Click on Tribar</p> <p>Change the Pipeline to All Pipelines</p> <p>Search the Client's Name or email address</p> <p>If there is NO ticket with the same scenario, create a ticket</p> <p>Click on Create Ticket on the right side of the page</p>	

<p>7.</p>	<p>Ticket Name: [Source Type] - Wire Request - [Last four digits of account] - [Client's Name]</p> <p>Pipeline: CX General or CX OLB Message</p> <p>Ticket Status: OLB In Process or New</p> <p>Ticket Description: Domestic or Foreign Wire</p> <p>Product: OLB Checking/Savings Ticket Owner: CX Representative</p> <p>Source: Phone/ Email/ OLB Message/ Chat/ Audio</p> <p>Create date: Today's Date Priority – MEDIUM Click on Create</p>	
<p>8.</p>	<p>Ticket ID: Automatically Generated</p> <p>Department- Quontic: Customer Success</p> <p>Priority - Medium Priority if we are missing documentation High Priority if we are sending it to DBO</p> <p>OLB Ticket Props: Web Admin – OLB Original Submit Date – Date request submitted Web Admin – OLB Reference Number – Reference Number</p> <p>Banking Reason for Contact: Wire Related</p> <p>Click on Save</p> <p><i>Refresh the page to see</i></p> <p>Product: OLB Checking/ Savings</p>	

9. **Horizon:**

UPDATING LAST CONTACT on Horizon:

Click on **Customer Information**
 Click on **Basic Information**
 Click on **Edit**

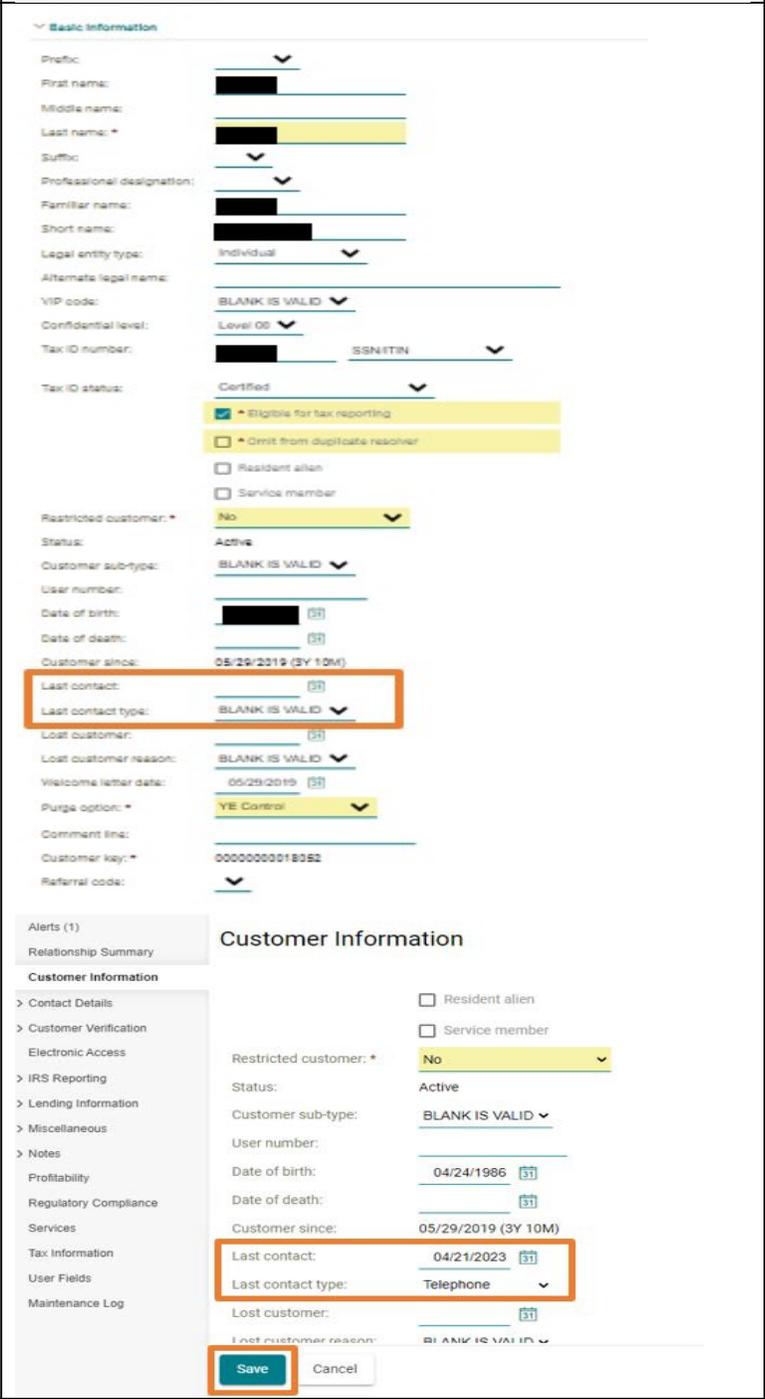


10. Locate Last contact and Last Contact Type

Enter the **Current Date**
 Enter the **Contact Type**

- In Person
- Mail
- Telephone

Click on **Save**



Customer Information

Basic Information

Profic: [dropdown]

First name: [text]

Middle name: [text]

Last name: * [text]

Suffix: [dropdown]

Professional designation: [dropdown]

Familiar name: [text]

Short name: [text]

Legal entity type: Individual [dropdown]

Alternate legal name: [text]

VIP code: BLANK IS VALID [dropdown]

Confidential level: Level 05 [dropdown]

Tax ID number: [text] SSN/ITIN [dropdown]

Tax ID status: Certified [dropdown]

Eligible for tax reporting

Omit from duplicate resolver

Resident alien

Service member

Restricted customer: * No [dropdown]

Status: Active

Customer sub-type: BLANK IS VALID [dropdown]

User number: [text]

Date of birth: [text]

Date of death: [text]

Customer since: 05/29/2019 (3Y 10M)

Last contact: [text]

Last contact type: BLANK IS VALID [dropdown]

Lost customer: [text]

Lost customer reason: BLANK IS VALID [dropdown]

Welcome letter date: 05/29/2019 [text]

Purge option: * YE Control [dropdown]

Comment line: [text]

Customer key: * 0000000018052

Referral code: [dropdown]

Customer Information

Resident alien

Service member

Restricted customer: * No [dropdown]

Status: Active

Customer sub-type: BLANK IS VALID [dropdown]

User number: [text]

Date of birth: 04/24/1986 [text]

Date of death: [text]

Customer since: 05/29/2019 (3Y 10M)

Last contact: 04/21/2023 [text]

Last contact type: Telephone [dropdown]

Lost customer: [text]

Lost customer reason: BLANK IS VALID [dropdown]

Save Cancel

11. Click on **Relationship Summary**
Click on **Customer Accounts**

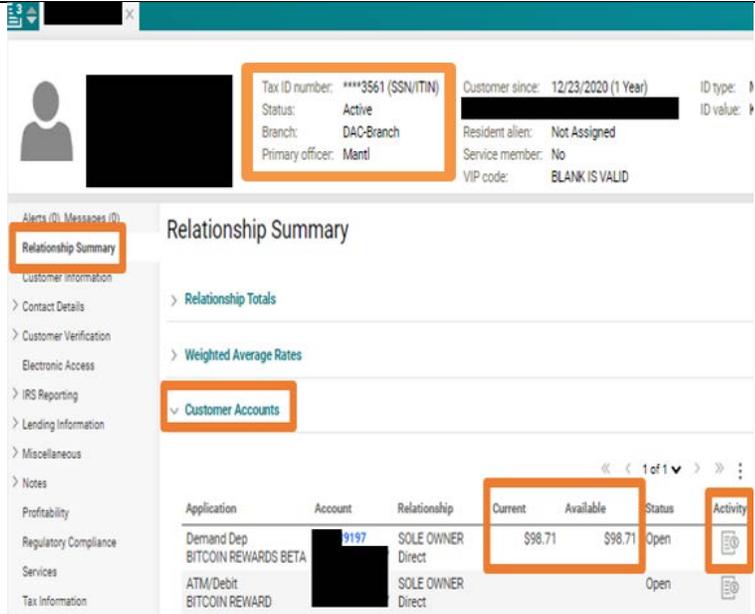
Verify:

- Funds are available
- No Holds on the profile or account

Click on the **Activity Symbol** next to the account in question

- *Shortcut*

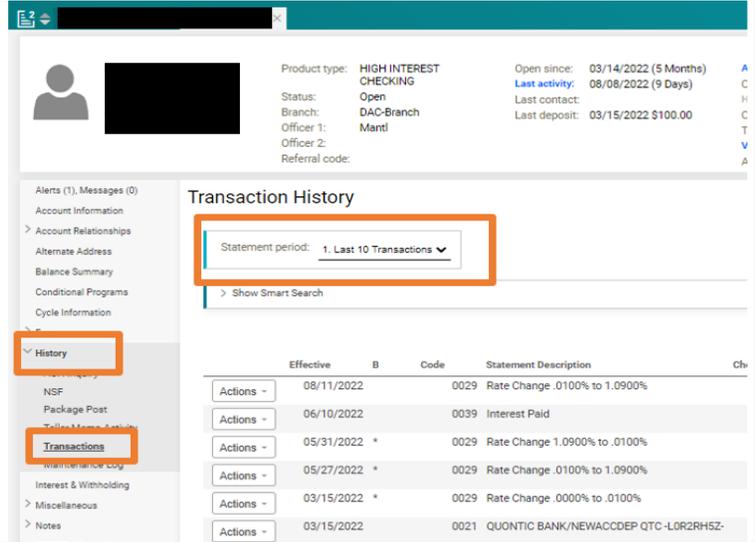
Click on the **account** in question



12. Click on **History**
Click on **Transaction**

CX team can change the **Statement Period** from

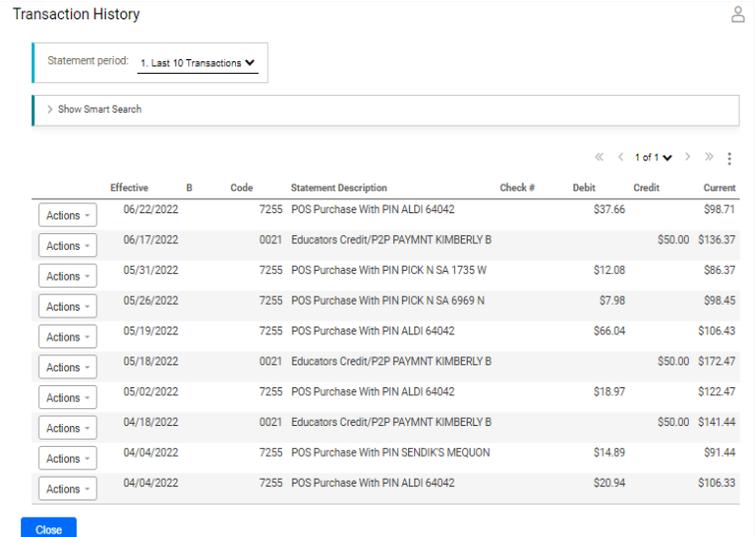
- Last 10 transaction
- Last 10 days
- Last 30 days
- Last 60 days
- Date Range



13. **Verify:**

- No Pending transaction
- Funds are available to use

Continue with request



14. **HubSpot:**

Click on **Notes**
Click on **Create Note**

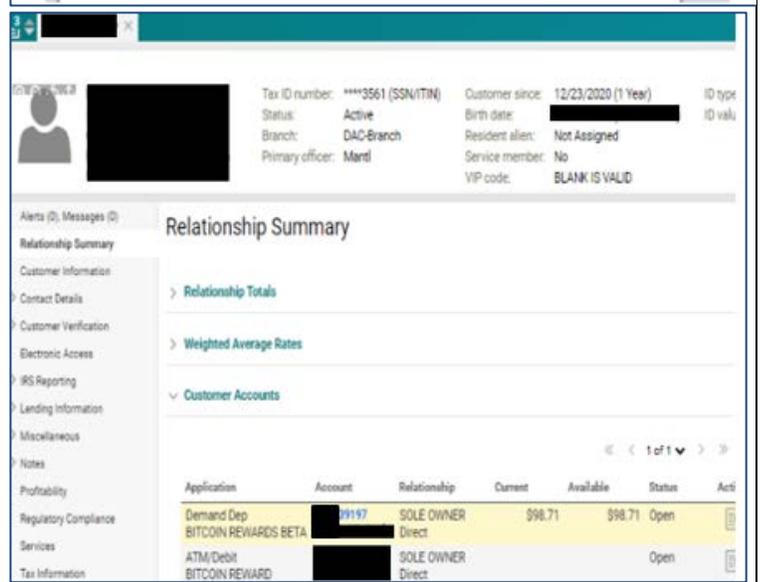
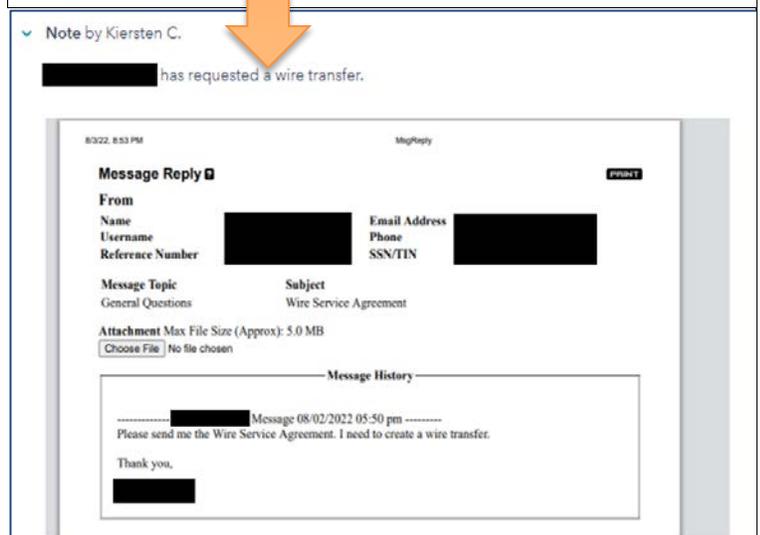
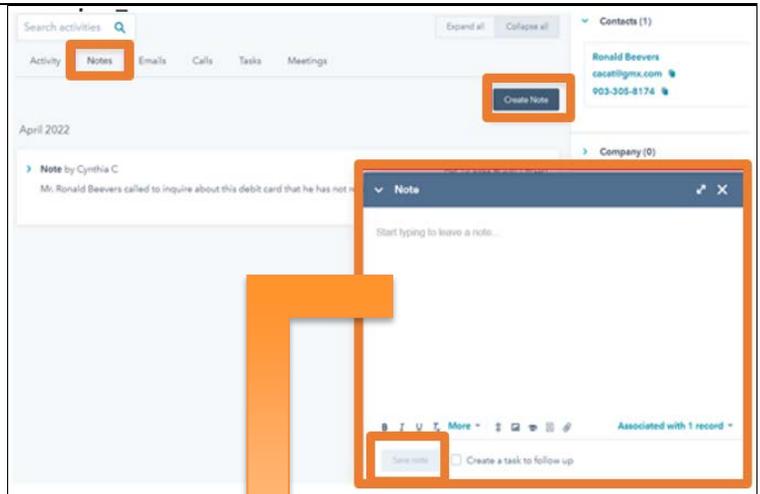
Include these snippets in your note with a short description

Horizon XE Profile, OLB Secure Message with Forms attached

Snippet #1: Client's profile on Horizon XE

Click **Print**
Snippet #2: Message to the client with attach wire forms

Click **Save** on your HubSpot note



15. Verify if the client has a wire agreement form already on file with us

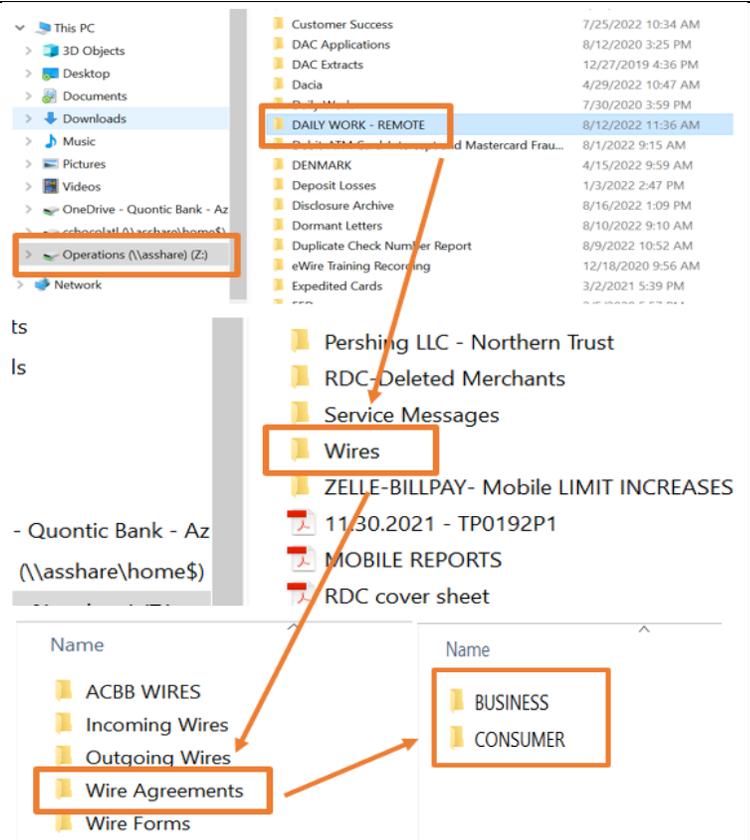
Click on **Operations Folder**
 Click on **Daily Work – REMOTE**
 Click on **Wires**
 Click on **Wire Agreement**

Click on **Business or Consumer**

- depending on the client’s request

Client **Not** in the folder send the wire agreement form

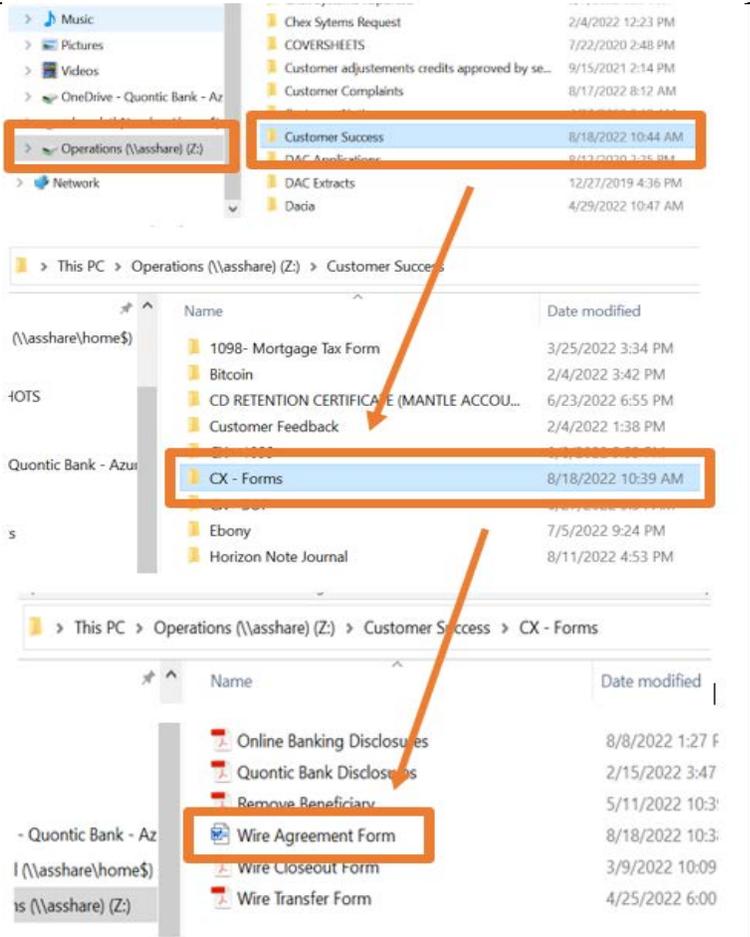
Client in the folder send the Wire form or Closeout Wire form **ONLY!**



16. Client **NOT** in the folder send the wire agreement form

CX must create a Wire Agreement form for the client

Click on **Operations**
 Click on **Customer Success**
 Click on **Forms**
 Click on **Wire Agreement Form**



17. **Must complete before sending**
Wire Agreement Form:
Go to Appendix for full page version

On page 5:
CX must fill the HIGHLIGHTED
section on the right

On page 6:
CX must fill the HIGHLIGHTED
section on the right

Save in a place to attach to the ticket

IN WITNESS WHEREOF: the parties that have caused this Agreement to be executed by them and/or their duly
Authorized Representatives on this: **[INSERT CURRENT DATE]**

Customer Name: Account Number:
[INSERT ALL SIGNERS NAME] **[INSERT ALL LIQUID ACCOUNTS]**

Telephone number for call-back verification: **[INSERT CLIENT'S PHONE NUMBER]**

18. **HubSpot:**

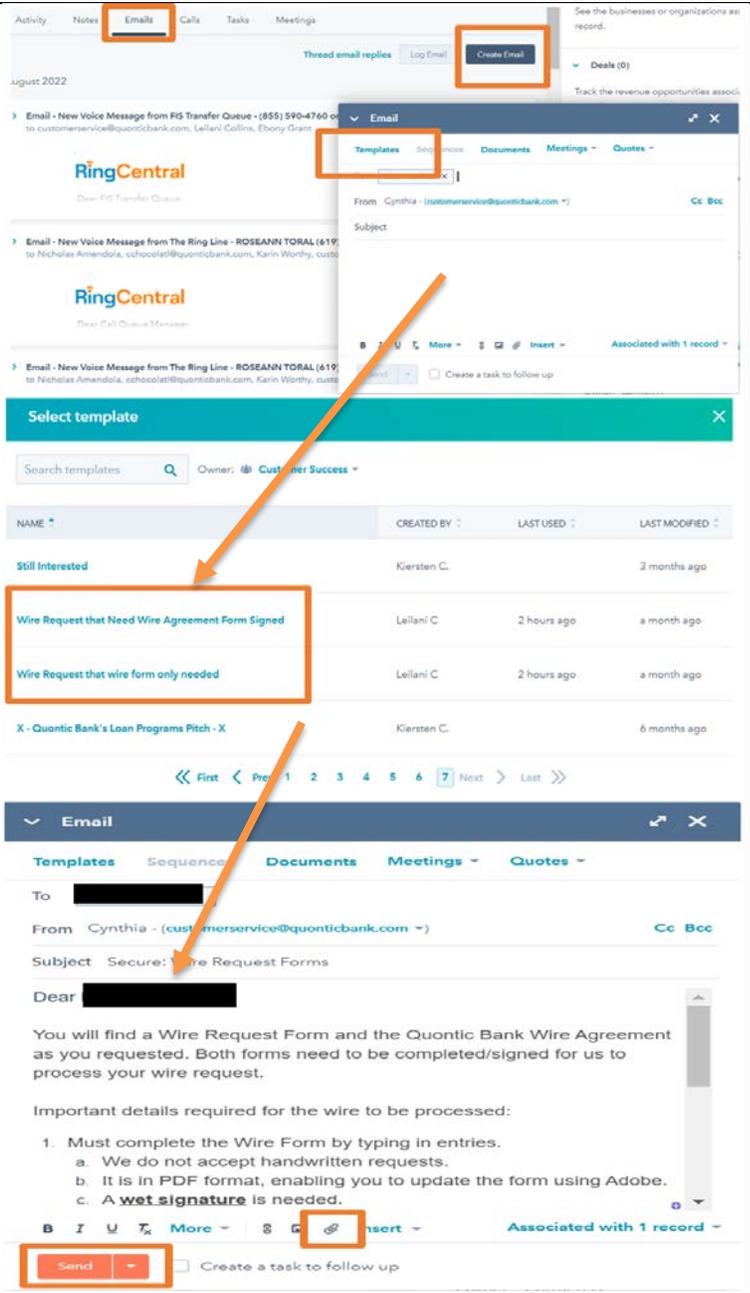
Click on **Emails**
Click on **Create Email**
Click on **Template**

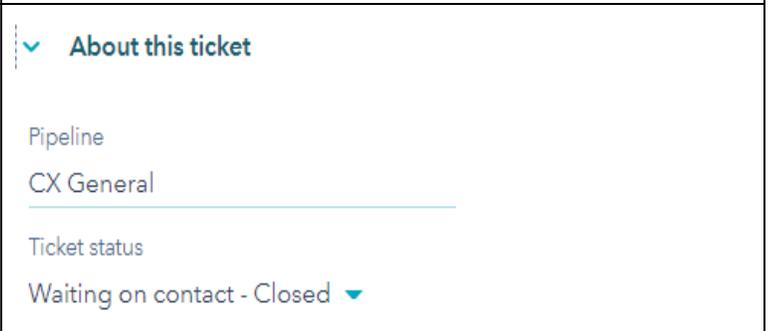
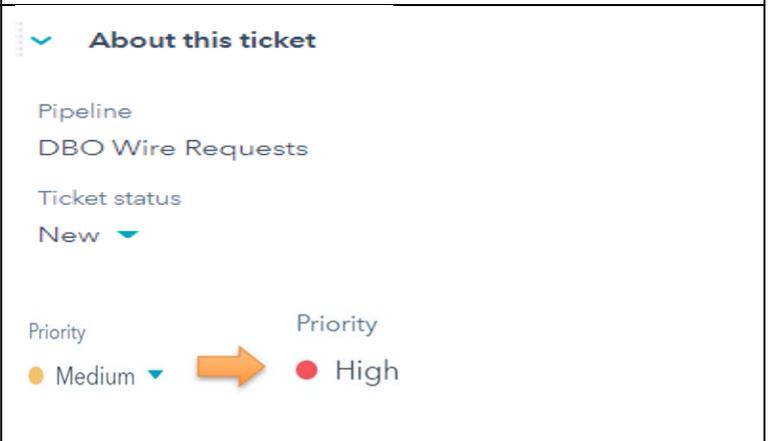
Click on the **Email Template** you need:

- Wire Request that Needs Wire Agreement Form Signed
- Wire Request that Wires Form only needed
- Email auto-populates

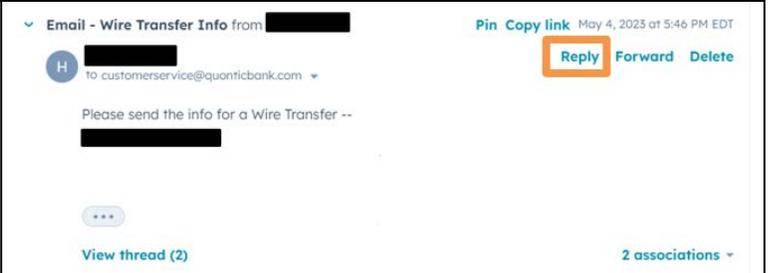
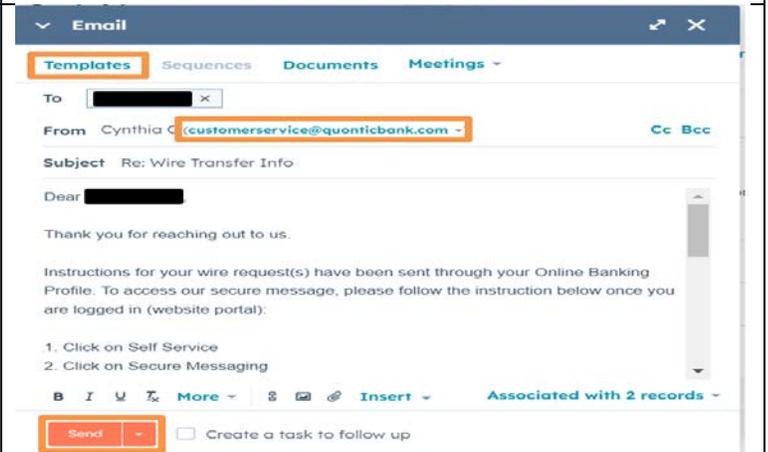
Click on the **Attachment Symbol** at the bottom of the email

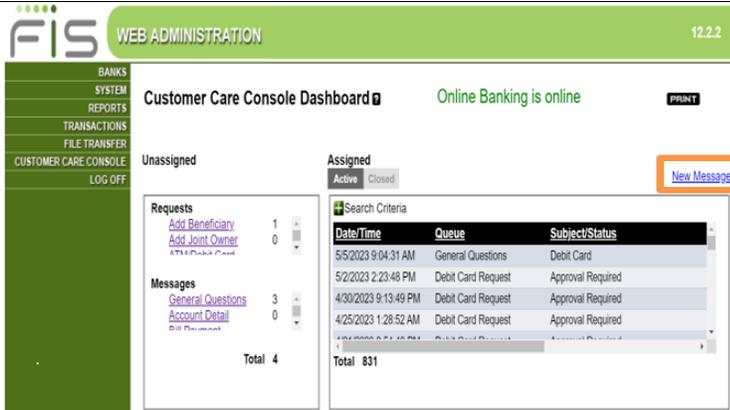
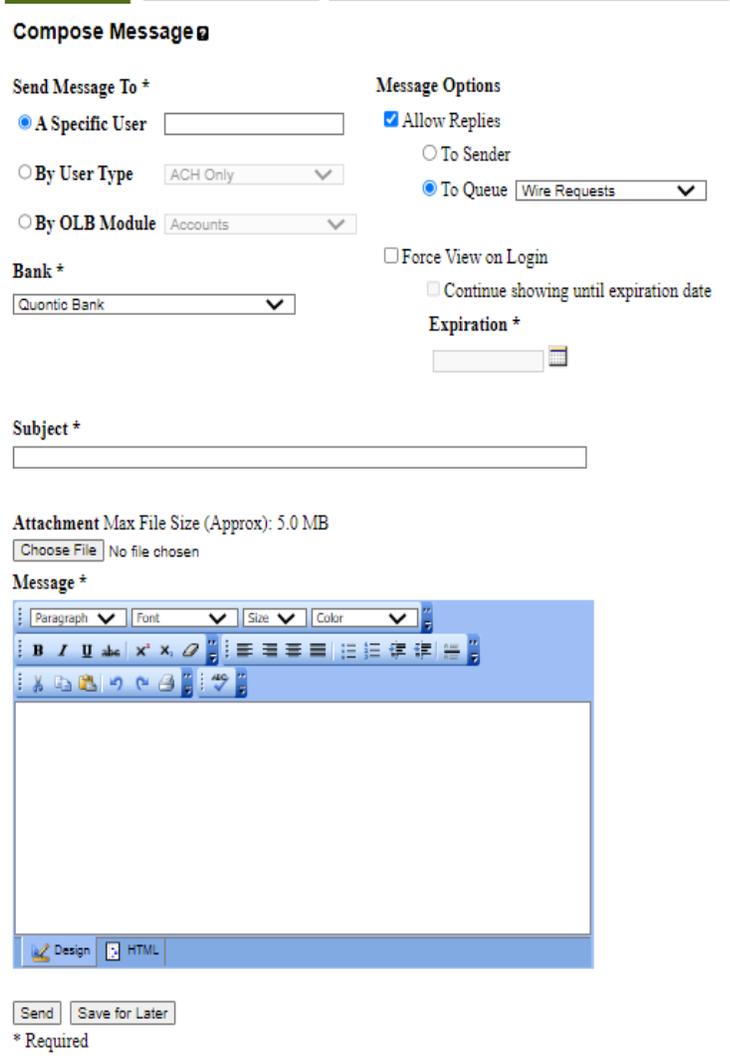
Click on **Send** when all the documents have been attached



19.	<p>Next to Attachments on the right side of the page, click on ADD</p> <p>Upload all attachments sent to the client on the Wire HubSpot Ticket</p>	
20.	<p>Change Ticket Status to Waiting on contact – Closed or OLB – Waiting on contact – Closed</p>	
21.	<p>Once you have received all the information from the client:</p> <p>Change Pipeline to DBO – Wire Request</p> <p>Ticket Status to New</p> <p>Change Priority MEDIUM to HIGH</p>	

PROCEDURE: EMAIL PROCESS

STEP	EXPECTATION	IMAGE
1.	<p>Locate the client’s email wire request</p> <p>Click on Reply</p>	
2.	<p>Click on Templates</p> <ul style="list-style-type: none"> Locate <i>Instructions Sent through OLB – Wire Request</i> email template <p>From: Customerservice@quonticbank.com</p> <p>Subject: Secure: Wire Instructions sent through OLB</p> <p>Click on Send</p>	

<p>3.</p>	<p>WebAdmin Customer Console Page:</p> <p>Click on New Message</p>	
<p>4.</p>	<p>Compose Message Page:</p> <p>Send Message to: Click on A Specific User Enter the Client's Username</p> <p>Message Options: Click on Allow Replies Click on To Queues Select Wire Request</p> <p>Subject: Wire Request</p> <p>Attachment: Click on Choose File Select the Client's Wire PDF File <i>*Send multiple messages if needed</i></p> <p>Enter the corresponding Wire Email Template in the text box field</p> <p>Click on Print <i>*Snippet page and attach to HubSpot Ticket</i></p> <p>Click on Send</p> <p>Change the HubSpot ticket to the corresponding pipeline and status</p>	

EMAIL TEMPLATES

Wire Request – Form and Wire Agreement

Dear {{contact.first name }} {{contact.last name }},

As requested, you will find a Wire Request Form and the Quontic Bank Wire Agreement. Both forms need to be completed/signed for us to process your wire request.

Important details required for the wire to be processed:

1. Must complete the Wire Form by typing in entries.
 - a. We do not accept handwritten requests.
 - b. It is in PDF format, enabling you to update the form using Adobe.
 - c. A **wet signature** is needed.
2. The Quontic Bank Wire Agreement must have a **wet signature**.
 - a. Please print page 5 only, sign, and return.
3. To process for receipt today, we must have the forms returned by:
 - a. Domestic Wires – 3:00 PM Eastern Time
 - b. International Wires - 12:00 PM Eastern Time
4. Must include a color copy of a valid government-issued I.D.

Please return the forms securely by reply to this secure email.

If you have any questions, please do not hesitate to contact us.

Thank you for being a valued, Quontic customer.

Regards,

{{ticket.hubspot_owner_id }}

Wire Request – Wire Transfer Form

Dear {{contact.first name }} {{contact.last name }},

As requested, you will find a Wire Request Form. The form needs to be completed/signed for us to process your wire request.

Important details required for the wire to be processed:

1. Must complete the Wire Form by typing in entries.
 - a. We do not accept handwritten requests.
 - b. It is in PDF format, enabling you to update the form using Adobe.
 - c. A **wet signature** is needed
2. Must include a color copy of a valid government-issued I.D.
3. To process for receipt today, we must have the forms returned by:
 - a. Domestic Wires - 3 PM Eastern Time
 - b. International Wires - 12:00 PM Eastern Time

Please return the forms securely by utilizing your email account's secure email feature. (Please see your email provider for instructions.)

If you have any questions, please do not hesitate to contact us.

Thank you for being a valued, Quontic customer.

Regards,

{{ticket.hubspot_owner_id }}

Wire Request - Request Received

Dear {{ contact.firstname }} {{ contact.lastname }},

Thank you for providing the wire form(s).

As requested, your wire transfer will be processed. You will be receiving a call from our wire specialist shortly to verify the information on your wire transfer form.

If you are unable to answer, please return our call at 800-908-6600.

Thank you for being a valued, Quontic customer.

Best Regards,
Customer Service Team

Instructions sent to OLB - Wire Request

Dear {{ contact.firstname }} {{ contact.lastname }} ,

Thank you for reaching out to us.

Instructions for your wire request(s) have been sent through your Online Banking Profile. To access our secure message, please follow the instruction below once you are logged in (website portal):

1. Click on Self Service
2. Click on Secure Messaging
3. Click on Incoming

Important Information:

To process for receipt today, we must have the forms returned before:

- Domestic Wires - 3 PM Eastern Time
- International Wires - 12:00 PM Eastern Time

Quontic Bank wire fees:

- Domestic Wire Fee: \$25.00
- Foreign Wire Fee: \$35.00

Please let us know should you have any login issues or should you have any questions concerning the instructions you were sent.

Thank you for choosing Quontic Bank.

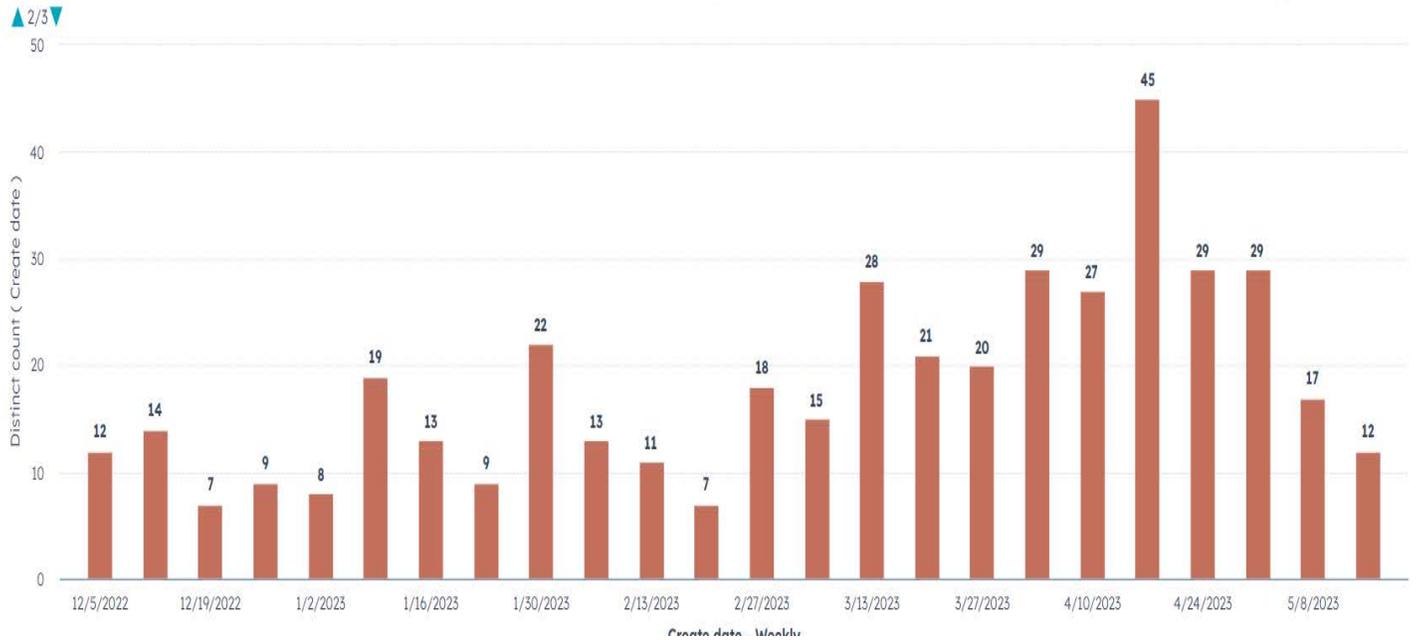
Best Regards,
Customer Service Team

REPORTS:

HubSpot reports are used to track clients' wire-related requests and keep track of issues that can be resolved in future projects. CX HubSpot reports can be found in the Service Ticket Details dashboard. See the example below:

Banking Contact Reasons - by week -

● Wire related ● Joint Owner/Add Beneficiary ● Restriction Questions ● Dormant Letter ● Acct #/Routing # ● Order checks ● Document request ● Fraud ● COMPLAINT ● Account Change Notification



CONTROLS:

The Quality Assurance team will review all CX work HubSpot tickets regarding wire-related requests. Monthly calibration sessions will be held to review an interaction in each channel. See the *Customer Success Quality Management SOP* for more guidance.

The CX or DBO team member will automatically **FAIL** their scorecard if they fail to properly authenticate the call/ account holder.

CX Scorecard:

OVERALL CX TEAM SCORE

QA SCORE PHONE	QA SCORE EMAIL/OLB	QA SCORE CHAT
PHONE SAMPLE SIZE	EMAIL SAMPLE SIZE	CHAT SAMPLE SIZE
Greeting (4%)	Greeting (4%)	Greeting (4%)
Response Time for Voice/ Email/ OLB/ Chat	Response Time for Voice/ Email/ OLB/ Chat	Response Time for Voice/ Email/ OLB/ Chat
Proper Opening	Proper Opening	Proper Opening
Privacy & Security (10%)	Privacy & Security (10%)	Privacy & Security (10%)
Authenticating Account Holder PASS/FAIL	Authenticating Account Holder PASS/FAIL	Authenticating Account Holder PASS/FAIL
Privacy and Security Guidelines PASS/FAIL	Privacy and Security Guidelines PASS/FAIL	Privacy and Security Guidelines PASS/FAIL
Problem Solving Ability (14%)	Problem Solving Ability (14%)	Problem Solving Ability (14%)
Effective Probing & Root Cause Identification	Effective Probing & Root Cause Identification	Effective Probing & Root Cause Identification
Appropriate Solutions	Appropriate Solutions	Appropriate Solutions
Compliance (23%)	Compliance (23%)	Compliance (23%)
Utilize Knowledge Tools	Utilize Knowledge Tools	Utilize Knowledge Tools
Compliance Rules, Policies and/or Procedures	Compliance Rules, Policies and/or Procedures	Compliance Rules, Policies and/or Procedures
Documentation & Interaction Disposition	Documentation & Interaction Disposition	Documentation & Interaction Disposition
Proper Hold & Transfer Procedures	Proper Hold & Transfer Procedures	Proper Hold & Transfer Procedures
Relationship Management (32%)	Relationship Management (32%)	Relationship Management (32%)
Active Listening	Active Listening	Active Listening
Ownership	Ownership	Ownership
Build Rapport	Build Rapport	Build Rapport
Willingness & Empathy	Willingness & Empathy	Willingness & Empathy
Tone/Rate of Speech	Tone/Rate of Speech	Tone/Rate of Speech
Professional Communication	Professional Communication	Professional Communication
Call Closing (17%)	Call Closing (17%)	Call Closing (17%)
One Contact Resolution (Recap)	One Contact Resolution (Recap)	One Contact Resolution (Recap)
Proper Closing	Proper Closing	Proper Closing

Outstanding: 100%

Exceeding: 98-99%

Meeting: 92-97%

Below: 82-91%

Unacceptable: <82%

APPENDIX:

<https://quonticbank.healthstreampolicy.com/QuonticBank/main.aspx?tid=547&mtid=395>