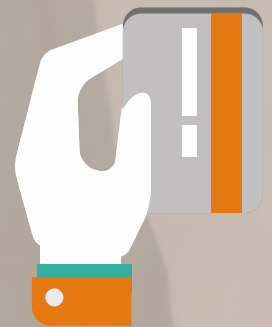


# Retail Loan Origination Solution



Financial institutions across the globe are witnessing waves of changes sweeping across the Retail Loan Origination Process. There is a felt need for dynamic & continuously evolving applications to help retail lenders keep up with the ever changing market conditions, cut throat competition, evolving regulatory compliances and corresponding impact on operations and technology.

## Overview

To add to the challenge, the trends tend to be transient, which demands immediate attention from the financial institutions in order to flourish in the marketplace. Smart, intuitive and adaptable technology is the panacea for these challenges. Automated Lending Origination Solutions can provide effective risk management, support multiple initiation channels and provide operational and decision making support.

## Newgen Retail Loan Origination Solution

As one of the preferred choices for automation of the Retail Loan Origination process for 100+ customers, the solution helps whether you are a Bank, Credit Union, NBFC or any other financial institution, including those catering to Micro Finance. The solution aids in automating the complete end-to-end origination cycle for full range of loan products starting from pre-screening, application processing to underwriting and disbursal in a paperless and electronically driven workflow environment.

Based on our two decades of servicing the banking industry, we have developed Retail Loan Origination Solution Accelerator - a comprehensive retail loan origination solution. Built as per industry requirements, it is agile and adaptable. A core BPM framework rendered agile by Retail Framework that lies atop, makes the solution adaptable and responsive to the extent that organizations can independently run most of the changes without too much dependency on us.

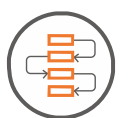
### The Newgen Advantage



- Faster time to market with ready-made solution accelerators



- Leverage existing investments through seamless integrations



- Manage change through configurable rule-based framework

## Solution Highlights

### Lead Generation/ Pre-screening

Capability to generate leads from various channels (like Web Portal, Mobility, Accelerator) and provision to run basic eligibility checks before moving the lead application for further processing. The solution allows for calculation of the eligibility of the applicant and finalizing the initial request from the proposed products offering from the system, along with the credit checks to remove duplication and identifying possible defaulters based on various checks like Blacklist, AML checks

### Single / Multi Product Disbursal

Provision to define different schemes for various product types and configure workflows for processing application basis the selection of product or Product/Scheme. The solution offers the capability to book multiple products from a lead application and initiate different workflows basis the product type, post pre- screening and approval checks

### Credit Application Management

Seamless on-boarding with several configurable templates for customer and product specific data capture

### Underwriting & Credit Analysis

Comprehensive credit assessment tools that take into account financial information, employment information, account conduct and pricing and engenders a score as a part of the internal scoring engine developed

### Decision & Approvals

Rules driven matrix ensures a robust validation and approval process for loan disbursal

### Document Management

Maintenance and segregation of the documents on the basis of deferred/waived off/received/pending and generating loan packages with pre-defined bank specific templates

### Collateral Management

Unified workflow around releasing, updating, valuing and moving collaterals and other linked processes

### Deviation & Delegation Management

Supports event and rules-based management of exceptions as well appropriate workflow routing. The solution has the capability to raise deviation automatically and route the application basis the level of deviation raised. The application is routed automatically to the business user basis the pre-defined hierarchy.

### Credit Risk Reporting

Configurable functional, operational and investigative reports & dashboards

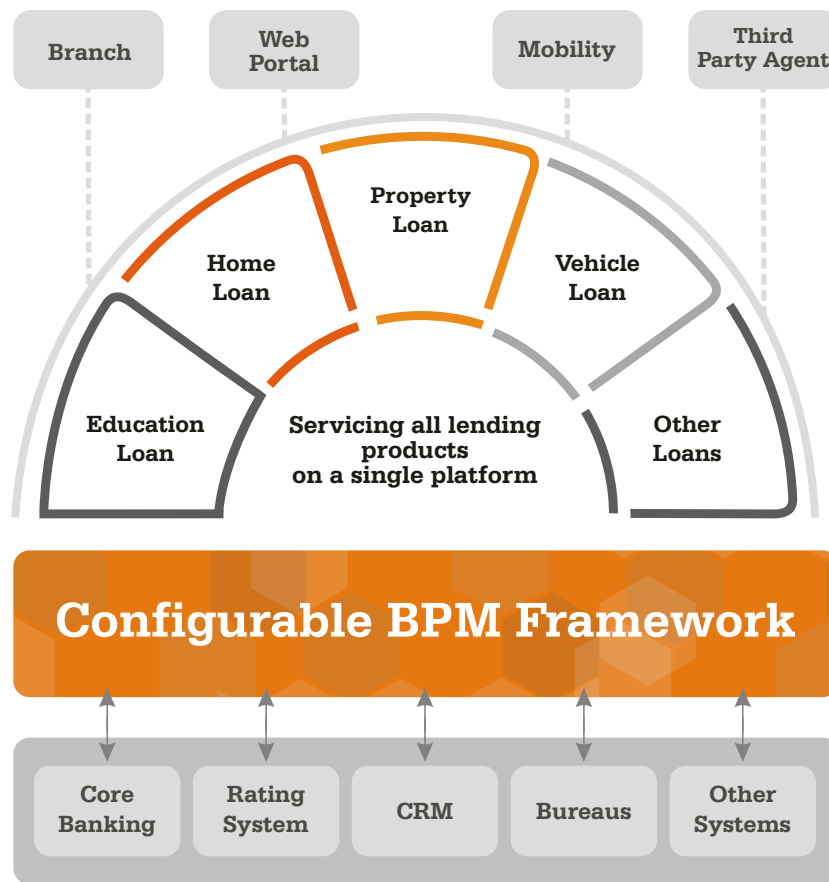
### Disbursement

Integration with core banking and card management systems for customer and account creation and supporting amortization schedule generation with full/partial disbursement schemes

### Integration with Third Party Applications

Seamless integration with bank's third party and legacy applications such as Core Banking Solutions, Rating Applications, Credit Bureau Systems etc.

# Unified Platform for Retail Lending



## The Key to Success



- Optimize processes, technology and customer experience



- Enable agility to meet evolving products, services and regulations



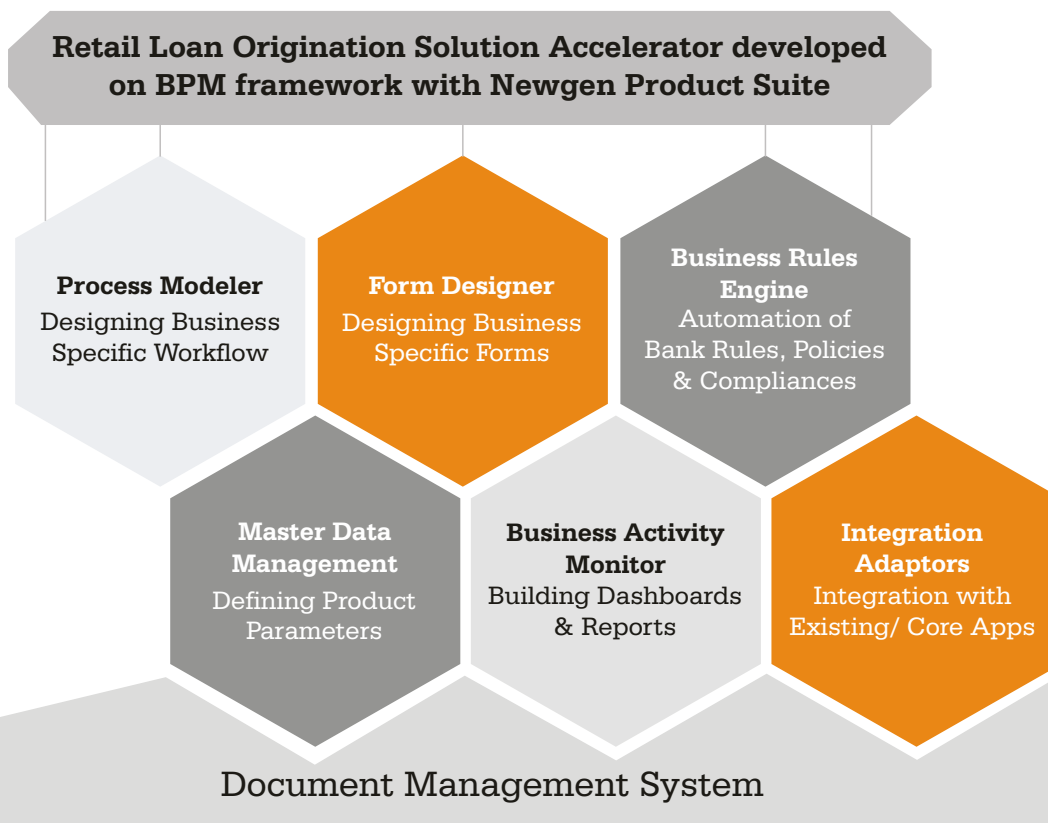
- Leverage the web and existing investments in technology

# BPM based Lending – A Paradigm Shift in Retail Lending

With the dynamic market conditions & ever changing regulatory compliances, a robust intuitive technology for retail lending has translated into a need. To gratify the need, financial institutions are seeking solutions with the most adaptable architecture, one which can be configured for today and has the ability to adapt in the future. In such a scenario, solution accelerators built on a Business Process Management (BPM) platform can serve the purpose.

Newgen Retail Lending Origination solution combines industry best practices with rich domain expertise which is a pre-requisite for a robust Retail Lending Origination Application. The solution accelerator allows financial institutions to avail the benefits of both the worlds (Buy + Build), i.e. they get a ready-made solution which is domain rich and can be deployed on day one along with the benefits of seamlessly enhancing its capabilities through a configurable BPM framework.

This allows financial institutions to buy the solution 'out of the box' and then configure it to meet 100% of their requirements. As the term Solution Accelerator implies, it helps in drastically reducing the time to roll out in the market as the existing functionalities of the accelerator can be availed. The gaps can then be identified which are tailored through the configuration layer supported by various components such as Rules Engine, Process Modeler, GUI designer, MDM & Integration Adaptors of the BPM framework.



## Advantages of Solution Accelerator

- Solution Accelerators are ready to use, tried-and-tested domain-specific business solutions
- Standard functionality like a packaged application but not a coded Black Box
- Built on a configurable BPM framework
- Tools to configure bank specific requirements - Forms, Processes, Rules, Masters, Reports and Integration
- Best of both worlds (buy + build) - ready to use & quickly build for bank specific business challenges

## Business Benefits

### Omni Channel Touch Points

Loan application initiated from different devices such as mobile, desktops and tablets act as self-service portals for customers resulting in increased business value

### End-to-End Automation of Credit Policy

Complete credit policy of the financial institution can be automated with abolition of manual intervention, enabling effective decision making using the Rule Management System of Newgen Product Suite

### Achieve Operational Efficiency

Eliminate duplicate data entry, reduce error rates and policy exceptions, enable dynamic staffing, business rules driven underwriting and documentation, streamline approval cycles for faster transactions and measurement of application TAT. The resultant speed creates a distinct competitive advantage with reduced TAT and opportunity to optimize the processes with TAT monitoring

### Compliance and Process Standardization

Close monitoring of process service levels across the lending life-cycle from initiation to disbursement ensures compliance and risk optimization. The system ensures that all the pre and post disbursement loan documents are tracked and reviewed automatically in accordance with credit policy and compliance. Deviations and application's route is tracked by maintaining audit trail in real time along with the capability to generate custom reports for deeper insights

### Proficient Risk Management

Seamless integration with External Credit Bureaus along with internally developed scoring engines helps reduce NPAs by providing support for effectual decision making

### Configurable System without Vendor Intervention

Most of the solution modules are built on our product suite highlights : MDM (Master Data Management) and BRMS (Business Rule Management System) which helps in keeping the solution adaptable to most of the changes without any vendor intervention



## Benefits at a Glance





## About Newgen

Newgen Software is a vendor/provider of Business Process Management (BPM), Enterprise Content Management (ECM), Customer Communication Management (CCM), Document Management System (DMS), Workflow and Process Automation software. The company has a global footprint in over 60 countries with large, mission-critical solutions that have been deployed in Banks, Insurance firms, BPO's, Healthcare Organizations, Government and Telecom Companies.

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