

Adaptable | Agile | Responsive

Automated Retail Loan Origination Solution



NEWGEN



Overview

Financial institutions 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 changing market conditions, increasing competition, evolving regulatory compliances and corresponding impact on operations and technology.

Newgen offers a highly configurable solution, built on its low code automation platform, that optimizes the retail loan origination cycle.

Digital Transformation of Retail Lending Process in a Dutch Financial Institution

35% cost reduction per application



30% increase in processing of applications



90% reduction in printing costs



100% digital application processing



The Growth Barriers for Financial Institutions

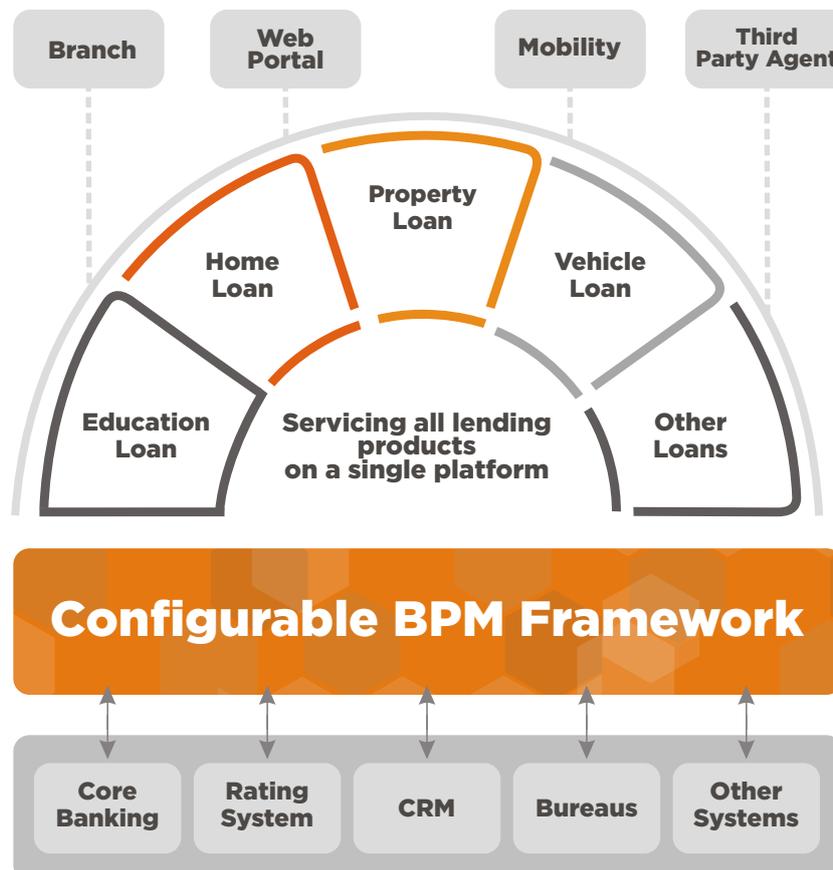
- ✓ Document-intensive process
- ✓ Excessive manual intervention
- ✓ High process cycle time
- ✓ Slow decision-making
- ✓ Lack of process visibility
- ✓ Auditing challenges



Newgen's Retail Loan Origination Solution (RLOS)

- ✓ Automates origination cycle for the complete range of loan products from pre-screening, application processing to underwriting and disbursal
- ✓ Enables financial institutions to avail the benefits of both the worlds (build + buy). The institutions get an off-the-shelf solution, which is flexible and responsive to an extent that they can independently run most of the changes in a paperless and electronically-driven workflow environment
- ✓ Facilitates banks to differentiate themselves from their competitors. No matter how different or how complicated process a bank follows, Newgen's RLOS platform seamlessly automates it
- ✓ Enables banks to seamlessly onboard customers leveraging several configurable templates for customer and product-specific data capture

Retail Loan Origination Solution Framework



Solution Highlights

- ✓ **Lead Generation/ Pre-screening** - Generate leads from various channels; run basic eligibility checks before processing applications. Calculate the applicant's eligibility and finalize the initial request from the proposed products offering from the system
- ✓ **Single / Multi Product Disbursal** - Define schemes for various product types and configure workflows for processing applications. Book multiple products from a lead application and initiate different workflows basis the product type, post pre-screening, and approval checks
- ✓ **Credit Application Management** - Provide several configurable templates for customer and product specific data capture
- ✓ **Underwriting & Credit Analysis** - Consider financial information, employment information, account conduct, and pricing and engender a score as a part of the internal scoring engine developed
- ✓ **Decision & Approvals** - Ensure a robust validation and approval process for loan disbursal with rules-driven matrix
- ✓ **Document Management** - Maintain and segregate the documents based on deferred/waived off/received/pending and generating loan packages with pre-defined bank-specific templates
- ✓ **Collateral Management** - Provide a unified workflow around releasing, updating, valuing and moving collaterals and other linked processes
- ✓ **Deviation & Delegation Management** - Support event and rules-based management of exceptions as well as appropriate workflow routing
- ✓ **Credit Risk Reporting** - Provide functional, operational and investigative reports and dashboards
- ✓ **Disbursement** - Ensure integration with core banking and card management systems for customer and account creation and supporting amortization schedule generation with full/partial disbursement schemes
- ✓ **Easy Integration** - Integrate with third-party and legacy applications of banks, such as core banking solutions, rating applications, credit bureau systems, and others



“Newgen’s retail loan origination solution ensured continuous business growth by allowing our retail lending processes to keep up with changing market conditions. We were able to turn the derived value into faster transactions and higher business volumes.”

Senior Vice President
Operations
A leading Dutch Financial Institution

Why Newgen's RLOS?

- Roll-out products faster with an off-the-shelf solution accelerator
- Leverage existing investments through seamless integrations
- Manage change through the flexible rule-based framework
- Generate comprehensive reports in real-time
- Generate audit trails, at any time directly, accessible for internal control

Business Benefits

- Agile frictionless onboarding
- Loan review at 100X speed
- Straight-through processing
- Low abandonment rate
- Process standardization and better compliance



Newgen - Transforming Banks Globally



50% reduction in operational costs



90-95% improvement in first-time-right



75% increase in tracking & monitoring of loan applications



99% improvement in quality & compliance



80% reduction in process TAT

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 66 countries with large, mission-critical solutions that have been deployed in banks, insurance firms, BPO's, healthcare organizations, government and telecom companies.

FOR SALES QUERY DIAL

AMERICAS: +1 (202) 800 7783

AUSTRALIA: +61 290537174

INDIA: +91 11 40773769

APAC: +65 3157 6189

MEA: +27-11-461-6497

Europe: +44 (0) 2036 514805

WRITE TO US

info@newgensoft.com



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<https://newgensoft.com>