

# HOW DIGITAL IS YOUR COMMERCIAL LENDING PROCESS?

With so many moving parts, the lending life cycle is ripe for digitization. Take our test and assess your automation levels step by step.



## Have you gone digital or stayed manual – and to what effect?

### ORIGINATION AND REVIEW

#### DIGITAL

Good call. With integrated compliance checks and automated gathering of financials, an online portal for applications makes life easier for commercial customers from the start and gives you a master copy of digital data that you can continually reuse.

#### MANUAL

Applications made on paper or in person mean keying data into an assessment system – or worse, pulling the detail into a document and emailing it to credit. Either way, it's not a straight-through process.

### ASSESSMENT AND APPROVAL

#### DIGITAL

If you've digitized your credit policy and the application clearly meets your risk criteria, an automated decision framework will shrink the time to "yes," with integrated tools for spreading, scoring, pricing and analytics. For less straightforward decisions, a digital platform with depth allows for one-to-one discussion with potential customers.

#### MANUAL

After assessing the request, credit will send a report for you to pass on to the approval committee. But if you don't provide enough information, there may be days of "rework" as documents go back and forth to support the decision.

### BOARDING

#### DIGITAL

With all the terms and conditions (T&Cs) of the loan stored in digital documents, you'll always have access to accurate, up-to-date information. After virtual sign-off, automated funding processes will get the money to the customer without unnecessary delays.

#### MANUAL

Weeks have passed and the loan still hasn't reached the customer. Documents have been emailed, signed and mailed back, but the operations team is waiting for your final approval of the deal – and nobody thought to remind you.

### SERVICING

#### DIGITAL

A complete digital view of the customer relationship, including repayments, collateral, covenants and any impairment, make loans easy to monitor and review over time.

#### MANUAL

Electronic calendar reminders and data stored in different systems and filing cabinets don't make for effective monitoring and servicing. Now, where are those T&Cs again?

## FIS' COMMERCIAL LENDING SUITE DIGITIZES LOAN PROCESSES FROM END TO END

If you answered mostly digital, you're in great shape. But could you do better?

If you answered mostly no, discover what you're missing in a single digital platform for the entire commercial lending process.

**YOU'VE ANSWERED OUR QUESTIONS. NOW, PUT OUR TEAM TO THE TEST.**

Email [getinfo@fisglobal.com](mailto:getinfo@fisglobal.com) to find out more about our modular solution and request a demo.