

Origination & Underwriting

Modern Loan Origination Platform Designed for High-growth Financial Services

The landscape of financial services is undergoing a fundamental shift. Consumers are rapidly adopting digital tools, demanding an on-demand experience. This presents a unique challenge for high-growth financial institutions, which require agility and innovation to keep pace and attract new customers.

Traditional loan origination platforms don't cut the mustard in this dynamic environment. These systems are often cumbersome, slow, and need more adaptability to navigate the evolving market. High-growing financial services need a modern, smart loan origination platform to stay ahead of the curve. A smart loan origination platform is about automation, intelligence, and efficiency.

Business Case

High-growth financial institutions require agility and innovation to stay competitive and attract new customers. Traditional loan origination platforms, often cumbersome and inflexible, are hindering growth.

The Solution: FIA Origination Suite

Fueling the growth of high-performance financial institutions, the FIA Origination suite is a modern loan origination suite built on Salesforce. It offers unmatched agility and efficiency through its modular design. This innovative solution streamlines the entire loan lifecycle, encompassing onboarding, intake, pricing, underwriting, and funding, all within a familiar and scalable Salesforce environment. This modular architecture allows institutions to tailor the suite to their needs, ensuring a streamlined and personalized customer experience while maximizing operational efficiency.

The FIA Origination suite offers five independent modules that work together seamlessly as part of the entire origination process. However, each module can also be deployed independently.

— SOLUTIONS

FIA Onboarding

Streamline your credit application process with this automated solution built on the Salesforce platform. Pre-configured workflows remove roadblocks, leading to faster approvals. Thanks to the intuitive, fully automated process, customers can easily complete the application themselves.

FIA Onboarding enables you to:

- **Configure** a portal with a customizable workflow for customers to input loan application data.
- **Automate** validations as customers enter data in the web form.
- **Filter** out applicants who are not qualified or not committed
- **Verify** the applications via integrations from Google, Clear, and Mastercard Ekata
- **Set rules** for validation on any onboarding data point

FIA Intake

This module allows you to build a programmatic intake process that closes more deals by leveraging cascading intake rule sets, insights, and actions. By letting data drive your business, you speed up the intake process.

FIA Intake can be used to manage:

- **Cascading rule sets** where each rule is triggered based on the prior data point
- **Real-time** data verification enables the loan application process to filter out fraud and focus attention on true in-market opportunities.
- **Adaptive** data journey allows asking the right question to the customer at the right time.
- **Fraud** triggers stop fraudsters early in the application process.

FIA Pricing

The key piece of this module is the loan offer calculator, which helps borrowers estimate their monthly payments and total loan costs.

FIA Pricing enables you to manage:

- **Dynamic pricing**, where each rule is triggered based on the prior data point
- **The stipulation toolset** allows to stip the offer to collect additional customer information to ensure the right data points are available before spending on a credit pull
- **Proactive payment sets** up the payment schedule right at the offer stage so that the customer can know the actual cost of capital.
- **Adaptive pricing engine** builds offers based on both customer and lender's portfolio needs.

— SOLUTIONS

FIA Underwriting

Using the FIA underwriting module, lenders empower their underwriters to accelerate deal processing, improve underwriting accuracy, and ensure consistent standards across the entire loan portfolio. This simplifies tasks, allowing underwriters to focus on more complex evaluations.

FIA Underwriting offers:

- **Tax statement OCR** functionality automatically extracts data from tax documents using optical character recognition (OCR) technology and then uses the extracted data to build the borrower's cash flow profile.
- **Bank statement analysis** presents the analysis of bank statements on a month-by-month basis through the integration with Plaid service.
- **Cash flow analysis functionality uses** bank and tax statement data to build borrowers' cash flow profiles and debt service coverage ratios.
- **Stipulation engine**, where each rule is triggered based on the prior data point.
- **Approval workflows** enable underwriting with the confidence that each origination is checked and evaluated based on standard documented practices.

FIA Funding

The FIA funding module acts as the financial engine of the loan origination process. It streamlines securing funds for approved loans by managing tasks like associating funding facilities, applying disbursement conditions, setting up payment distributions, generating loan documents, and obtaining e-signatures. This ensures a smooth transition from loan approval to the final funding stage.

FIA Funding offers:

- **Funding Dashboard** provides a comprehensive platform to manage the loan funding process. Users can add or remove origination and hard cost fees, link the loan to specific funding facilities, set essential conditions for disbursement, and configure the payment distribution.
- **Closing checklist** ensures all required tasks are completed before a loan docs are generated.
- **Loan doc generation** capability allows the generation of loan documents based on templates selected on multiple criteria, including lending product, state, loan amount, and loan type.
- **E-signing** with multiple parties, including borrower, lender, and guarantor
- **Closing packet** where businesses may need to print and send a packet for the customer. Funding module makes it easy to send the packet out to an internal or external print manager to send the closing packet to customer.

← BENEFITS

Increased Efficiency and Streamlined Processes:

A modular FIA origination suite can automate manual tasks, eliminate data silos, and improve communication between departments, leading to faster loan processing and approvals.

Improved Customer Experience:

The platform can provide a self-service portal for applicants to easily submit documents, track the progress of their application, and receive updates. This transparency and ease of use lead to a more positive customer experience

Enhanced Scalability and Flexibility:

A modular design allows lenders to easily add or remove features as needed, adapting to changing business requirements and offering new loan products quickly

Deeper Customer Insights and Improved Decision-Making:

The platform provides a centralized location for all loan data, enabling lenders to gain deeper insights into their customers and make better lending decisions

Are you looking for a reliable and efficient way to manage your financial institution's lending portfolio?

Look no further than **Financial Information Automation (FIA) LLC**. Our Software as a Service (SaaS) application suite is designed to help you source leads, originate loans, and manage your lending portfolio with ease. Our lending solutions are built natively on the Salesforce platform, meaning you can confidently utilize cloud technology to significantly lower costs, generate greater revenue and outperform your competitors. Don't let outdated technology hold you back - contact us at contact@fiatechs.com or visit our website www.fiatechs.com to learn more about how FIA can help you achieve your goals.

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