



Industry: Financial/Lending

Products Used: Sales Cloud

Integration: DocuSign, Ocrolus

A financial Company who is a provider of financial services and offers funding, pre-approved and business loan, cash advance, alternative lending, and traditional banking services.

Challenges

Prospect/Customer needed a single system/application for Lending industry which can

- Enable Loan “Origination” process
- Track the prospect merchant and collect all relevant information including documents
- Screening of Merchants through “Under Writing” process
- Collaborating with Syndicators for Funding for the deal
- Initiating funding process with Merchant as well as pay back to Syndicators
- Tracking of all the payments
- Missing 360-degree view as well as analytics of their customers
- Calculating all commissions and providing a dashboard for the same.

Solution

- Solution was designed into multiple stages (Origination, Underwriting, Syndication, etc.) with various custom reports/dashboards
- Stages are defined and each stage define the process of execution i.e., Background Verification, Merchant info, Bank Account, Loan Offered, etc.
- Collecting Merchant information and customized the application to reflect the business process proceedings
- Solution was designed with various Reports/Dashboards
- Stages are defined and each stage define the process for execution.
- Responsive customization to meet industry and company-specific requirements in term of processes and data capturing.

Result

- Easy access to all the data from any location via a developed user’s Interface.
- Information is accurate, up-to-date and Real-Time.
- Eliminating management oversight of tracking the Stages as each stage corresponds to specific output
- Customization to meet industry and customer-specific requirements in term of processes and data capturing.
- Complete 360-degree information for the Customers and their payment status

Process-Snapshot (Capturing Information to Lending Services)

Find out how much money your business could receive

<p>Business Name (DBA)</p> <p>✓ Business</p>	<p>Average Monthly Deposits</p> <p>✓ \$ 50,000 - \$ 99,999</p>
<p>Time Doing Business</p> <p>✓ 3-5 Years</p>	<p>Business Phone</p> <p>✓ (907) 527-0703</p>

SUBMIT

1
2
3
4

Maximum Permissible size of a file is 9 MB. Please upload accordingly

APPLICATION DOCUMENTS

November-2021 Bank Statement	SUCCESS
October-2021 Bank Statement	SUCCESS
September-2021 Bank Statement	SUCCESS
August-2021 Bank Statement	SUCCESS

FINISH

Please review the documents below. **FINISH** **FINISH LATER**

DEMONSTRATION DOCUMENT ONLY
PROVIDED BY DOCSIGN ONLINE SIGNING SERVICE
999 3rd Ave, Suite
www.docsign.com

Monroe Plaza Building, 954 Avenida Ponce en Leñes, Suite 601, San Juan PR 00907

START DocuSign

EM		Business	
Legal Corporate Name/Nombre De El Negocio	test	DDA/Documento Negocio Code	23454
Misk	City/Ciudad	State/Estado	Zip/Código Postal
Physical Address/Dirección De Negocio (832) 607-3582	1200	Colorado	
Phone/Veículo	Fax	Fed Tax ID ¹	Le Date Taxes Al Gobierno Estatal O Federal
12/9/1990	1	Yes	No
Date Business Started 08/01/2018	Length of Ownership/Tiempo Con Negocio	Business Structure/Estructura Del Negocio www.EM.com	Number of Locations Number De Locaciones
12/9/1990	1	Partnership/Partnership	4
www.EM.com	samirahyee.mahamun@techiaservices.com	Yes	No
Website/Página Web	Email/Correo Electrónico	Company in Bankruptcy/Esta Empresa Está En Bancarota	
Sole Proprietor/Solo Proprietario	Partnership/Asociado	Corporation/Corporación	LLC
Type of Business/Tipos De Negocio	12	Product Service/Producto O Servicio Que Provee	
EM Business	12	0	
Corporate Officer/Owner Name/Nombre Del Cliente	205-Mangalathara, next to Pawan Punasika corner,	Pune	Indiana
Phone Number/Dirección De Tel. Casa	12/9/2002	State/Estado	Zip/Código Postal
DOB/Fecha De Seguro Social	DOB/Fecha De Nacimiento	Home E-Code	CA8

Underwriting for
Business
New Customer Control

Merchant Information

Submission Country	Years of Ownership
Canada	
Ownership %	Date Business Started

SYNDICATION DEAL
Lendsuite Servicing Demo Back

Opportunity

LEGAL NAME

DBA

CREDIT SCORE

YEARS IN BUSINESS

AVG. DAILY BANK BALANCE

Advance Details

ADVANCE AMOUNT	1000.00
FACTOR	1.2000
PAYBACK AMOUNT	1200.00
PAYMENT INSTALLMENT	20.00
TOTAL PAYMENTS (LOAN TERMS)	3.00
COMMISSION INPUT	Commission %
COMMISSION %	10.00
COMMISSION AMOUNT	0.00

Sample Syndications

% SYNDICATION	SYNDICATION AMOUNT	AMOUNT TO SEND	PAYBACK	RTR	FACTOR	COMMISSION %	COMMISSION \$	MANAGEMENT FEE %	MANAGEMENT FEE \$
1.000%	\$10.00	\$10.00	\$12.00	\$12.00	1.200	0.00%	\$0.00	0.00%	\$0.00
5.000%	\$50.00	\$50.00	\$60.00	\$60.00	1.200	0.00%	\$0.00	0.00%	\$0.00
25.000%	\$250.00	\$250.00	\$300.00	\$300.00	1.200	0.00%	\$0.00	0.00%	\$0.00

Syndication Add Syndication

ACTION	SYNDICATOR ACCOUNT	% SYNDICATION	SYNDICATION \$	AMOUNT TO SEND	PAYBACK	RTR	FACTOR	COMMISSION %	COMMISSION \$	MANAGEMENT FEE %	MANAGEMENT FEE \$
Del	Leumi Primary	20.000	200.00	\$218.00	\$240.00	\$240.00	1.200	9.00	\$18.00	0.00	\$0.00
Del	Leumi Syndicar	30.000	300.00	\$342.00	\$360.00	\$352.80	1.200	14.00	\$42.00	2.00	\$7.20
Del	Leumi Syndicar	50.000	500.00	\$540.00	\$600.00	\$582.00	1.200	8.00	\$40.00	3.00	\$18.00

Save Cancel

Loan
Lendsuite Servicing Demo Email Chart Back

RS- 00633

Status Active
Total Payment Amount \$1,200.00
PayOff Image 2%

Total Payback Amount \$1,200.00
Payment Method ACH
Payment Amount \$20.00

DATE	AMOUNT	BALANCE	STATUS
09/15/21	20.00	1160.00	Pending
10/15/21	20.00	1140.00	Pending
11/15/21	20.00	1120.00	Pending
12/15/21	20.00	1100.00	Pending
01/17/22	20.00	1080.00	Pending
02/15/22	20.00	1060.00	Pending
03/15/22	20.00	1040.00	Pending
04/15/22	20.00	1020.00	Pending
05/16/22	20.00	1000.00	Pending
06/15/22	20.00	980.00	Pending
07/15/22	20.00	960.00	Pending
08/15/22	20.00	940.00	Pending