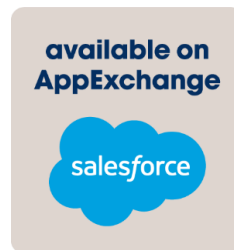




Transforming Private Lending on Salesforce



Introduction

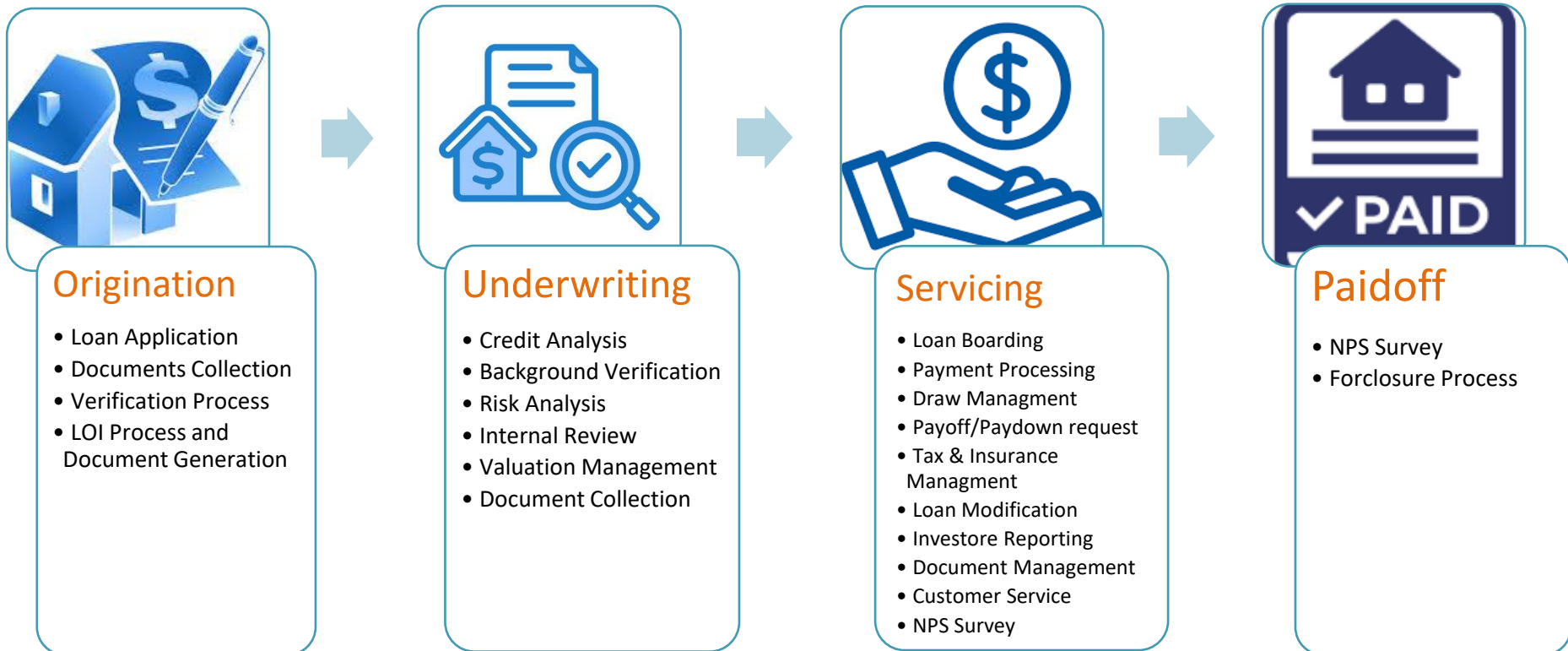
Aspire Software Consultancy excels in designing and implementing detailed business processes in Salesforce specifically for private lending companies. Our proficiency encompasses configuring and customizing Salesforce to optimize lending workflows, enhance customer interactions, and boost overall operational efficiency. We tailor each Salesforce setup to address the unique requirements of private lenders, including **automation of loan origination, underwriting processes, approval process, servicing process, 360 degree guarantor view, 360 degree investor view, guarantor communications, and compliance management.**

Our team is skilled in utilizing Salesforce's features to develop **strong, scalable solutions that promote growth and operational excellence** for private lending enterprises.

Private Lending Expertise

- ✓ 8 Years old Private Lending Services
- ✓ Online Pricers with Salesforce Integration
- ✓ In-depth understanding of Loan Stages
- ✓ Multi-guarantor designs
- ✓ Guarantor Analysis & Statistics
- ✓ Multi-draw design
- ✓ Loan Health Monitoring
- ✓ NPS Surveys
- ✓ Customizable document management processes
- ✓ Document Generation & E-Signature
- ✓ Expertise in Verified First, Plaid & Laser Credit
- ✓ Lightning Docs for legal document sourcing

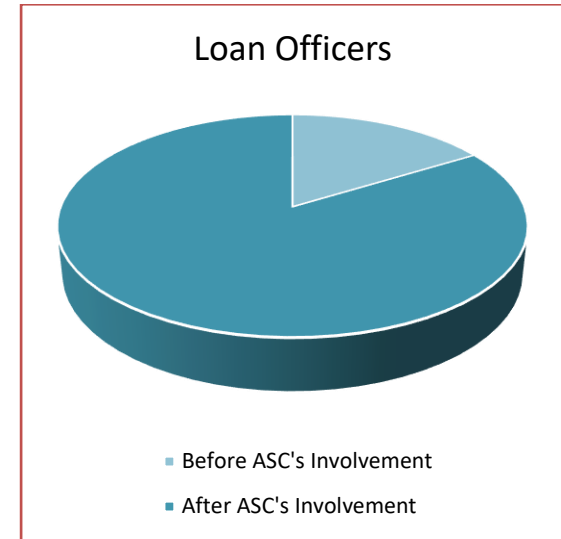
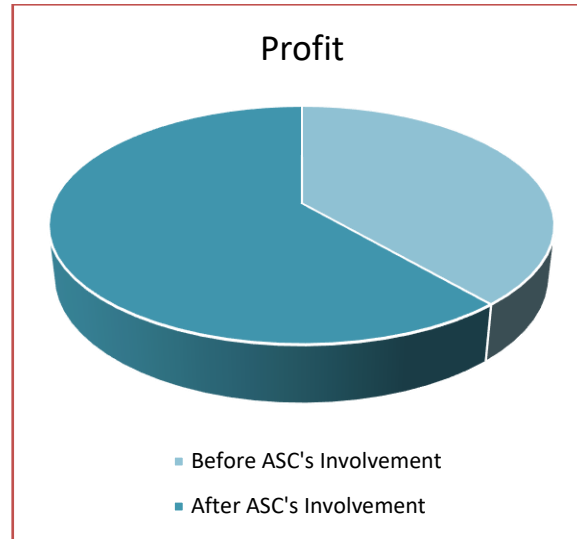
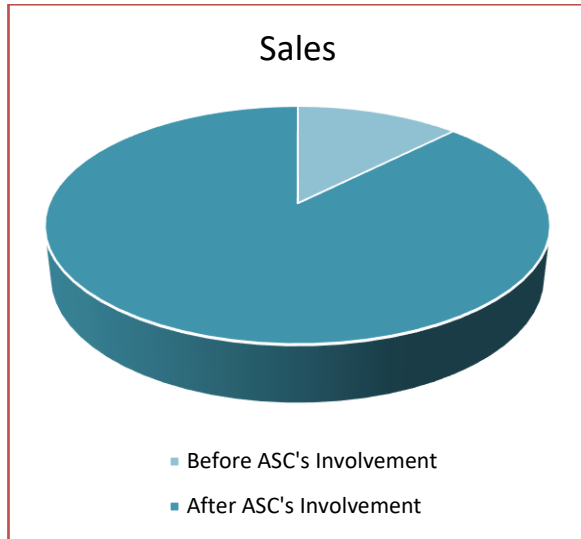
General Lending Flow



Success Story



Renovo Financial is a lender that lends in **residential real estate** investors. Since starting in 2011, they have experienced continued growth, expanding from operations in the Chicago area to the entire United States with more than 20 locations and nearly 200 employees.



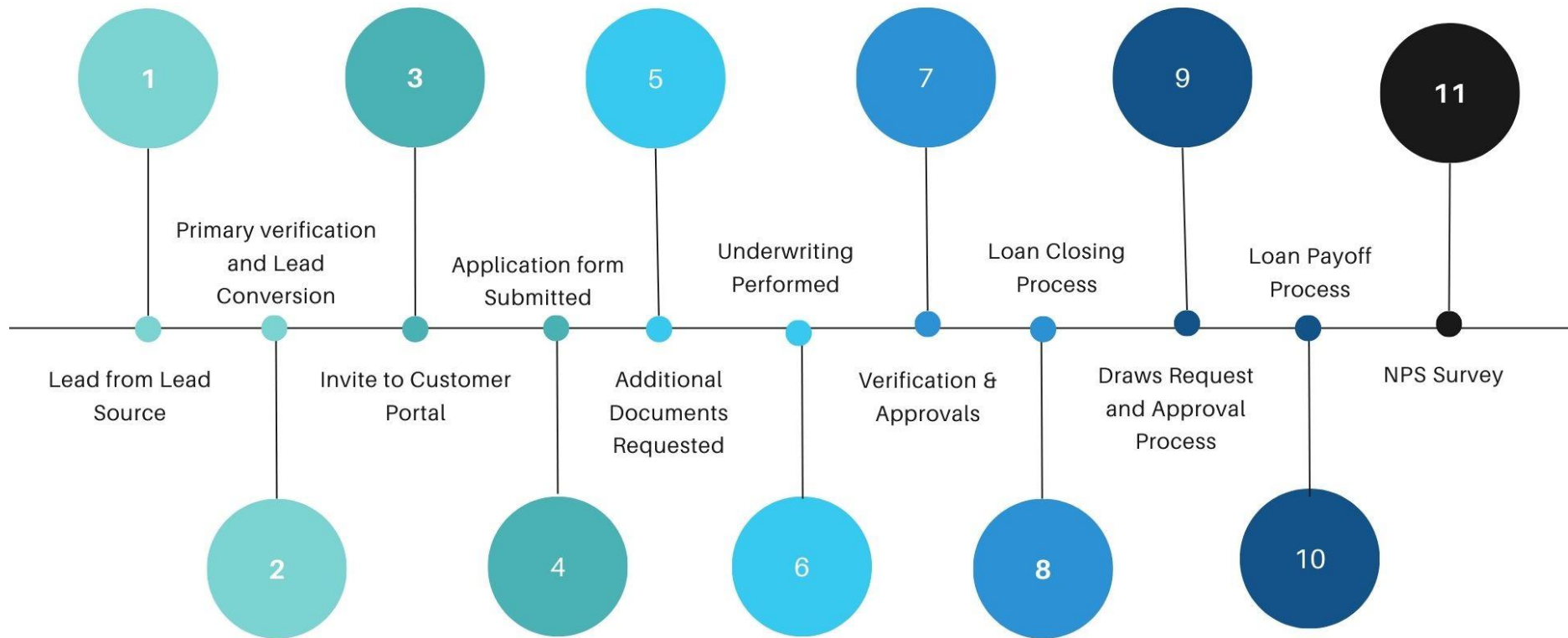
- As a result of updates to their Salesforce, the customer was able to expand their business to almost every state of the USA.
- Their team has grown from 25 people to almost 200 people on Salesforce and many more who are not working on Salesforce.
- The revenue increased from mere \$5 million to more than a \$3 billion
- Talk about the marketing strategy the company tested to solve the problem they've identified.



Remi Gangarossa,
COO, Renovo Financials

*Aspire Software Consultancy has been **integral** in implementing Renovo's manual business processes into the Salesforce system. They are an **amazing team** that works around the clock to deliver on all of our requests. Since **partnering** with his team, we have been **freed up** to spend more of our time thinking of **creative ways** to improve our business, leaving the **execution piece to ASC**. We have worked with numerous developers in the past and **no one else has been as consistent & thoughtful**. Any time we have had an idea, ASC has found a way to write the code and implement it for us. Partnering with him has **transformed our business**. Bakul and his team are very **communicative, very proficient** in writing code, and actually **collaborate** with each project, providing feedback as to how they can improve upon my initial project ideas. We have been working together for almost **six years** now, and we plan to continue doing business together for the **foreseeable future***

Lending Journey



Tech Stack

Salesforce



Sales Cloud



Experience Cloud



Marketing Cloud

Document Generation



E Signature



Credit Report



Background Verification



Bank Statement



Comm Tools



Payment Gateway



Fintech Clientele

RENOVO[™]
FINANCIAL

iCapital.

Amplend

 **BrokerEngine**

GetCapital


Altisource

Credentials

