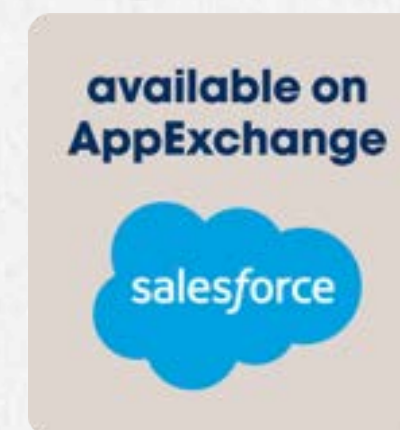# CREDENTIALS

👑 **Salesforce Gold Partner**
15+ years of Salesforce practice with deep expertise in Salesforce platform and products

Expert in Lending Implementation
Multiple private lending implementations on Salsforce. Familiarity involved

🎯 **Proven Experience**
The combined knowledge of domain and platform assures success

LOAN LIFE CYCLE

Origination
Qualified borrowers are given access to the borrower portal where they can submit the loan application

Underwriting
The loan officer verifies borrowers' financial and personal data like Credit scores, Bank Statements, etc., and makes underwriting decisions.

Pay Off
Once the loan is fully disbursed and the cooling period is over, the borrower starts paying back the loan amount. Once the Loan is fully paid, it is marked as Closed.

Documents Submission
Borrowers are required to submit various documents to complete the application

Servicing
LOA is signed with the borrower, and the disbursement process starts. If it Bridge loan there is just one disbursement. If it is a Term loan, there are many draws.

RENOVO FINANCIAL

Challenge

Renovo was looking for Secure, Reliable and Single Platform based lending solution that gives them 360 degree view of their borrows and can scale to higher volumes.

Solution

Aspire Software Consultancy customized Renovos's Salesforce to suit their lending process which automated numerous manual tasks, enhanced borrower experience, and made compliances easy.

Results

- 30% Faster Loan Approvals with automated underwriting.
- Improved Compliance with built-in regulatory workflows.
- Better Borrower Engagement through a Community Portal for document submission and loan tracking.
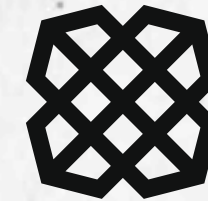- Total AUM from USD 10M to USD 7B.

SOLUTION COMPONENTS

Sales Cloud

This is the core of the LMS solution where Underwriting, Servicing, and Payoff take place. This is where 90% of LMS lies.

Experience Cloud

Used as borrower portal. Allows borrowers to submit loan applications, view current loan application, update person information and documents any time.

Plaid

To fetch borrowers' bank statements after their approval

Laser Credit

Used to fetch borrowers' credit scores. Support soft and hard pull.

VerifiedFirst

Used to conduct background verifications on borrowers

Nintex

To generate various documents using Salesforce data during the life of a loan

DocuSign

To get e-signature from borrowers on LOA and other documents

Slack

Notify relevant channels about loan-related updates

... and few more

FEW SALIENT FEATURES

- Borrower Portal
- Document Management
- LOI/LOA generation and eSignature
- Draws Management
- DSCR tool
- HMDA Reporting
- Loan Figure Tool
- Tax & Insurance Management
- Rate Agreement Tool
- Loan Extension
- NPS survey
- Guarantor Analysis
- Loan Exports for Investors
- Bluepay integration for loan payoffs

WHAT CLIENT SAYS

"

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

"