

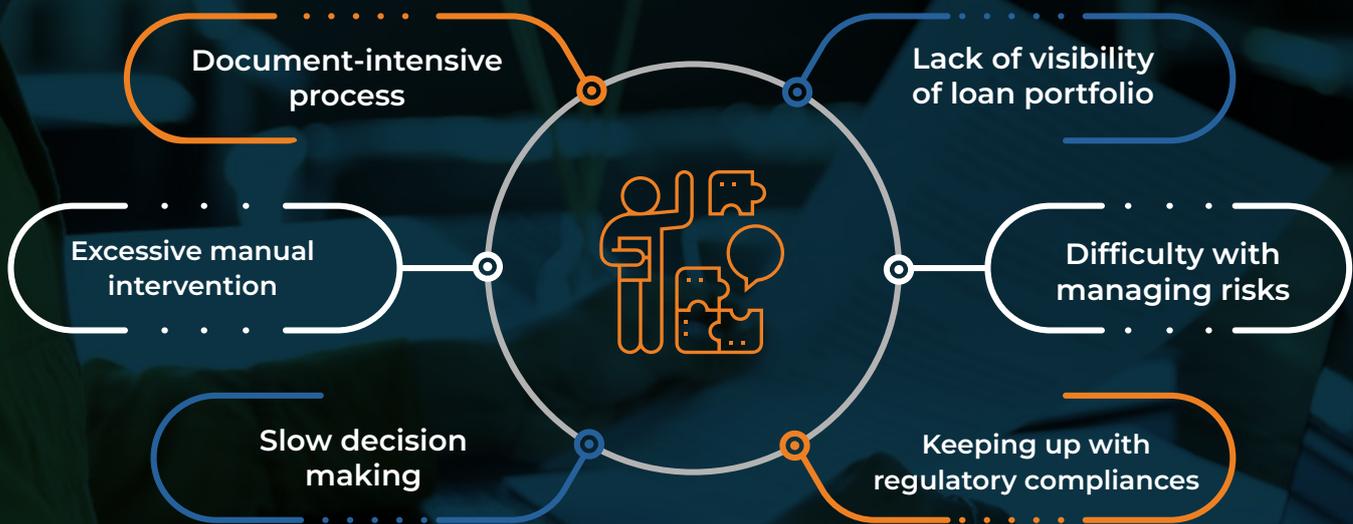
# Digital Retail Loan Origination Solution

*End-to-end Automation | Straight-through  
Processing | Automated Underwriting*



Financial Institutions are witnessing waves of changes sweeping across the retail loan origination process. There is a felt need for dynamic, and continuously evolving applications to help retail lenders keep up with the changing market conditions, increasing competition, evolving regulatory compliances, and the corresponding impact on operations and technology.

# Challenges

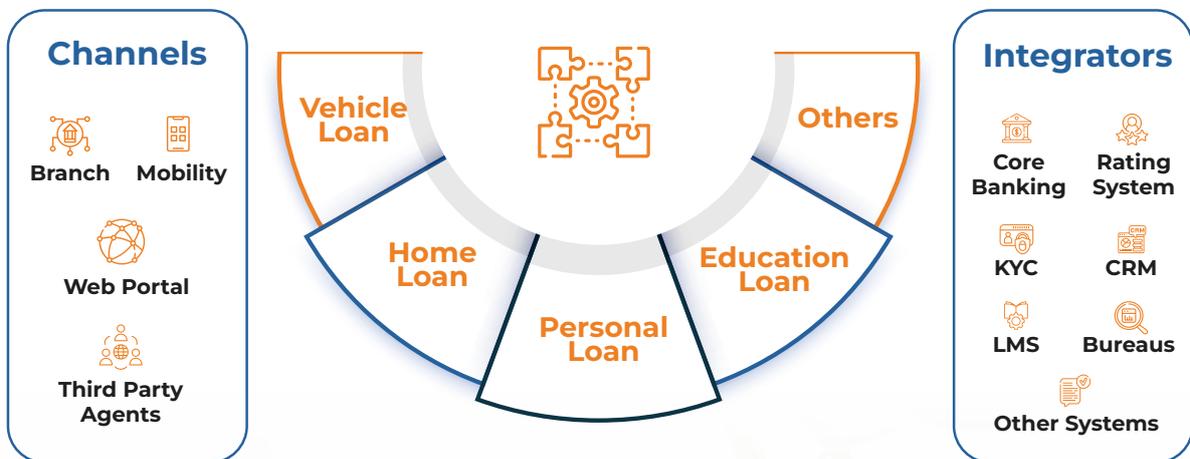


# Newgen's Retail Loan Origination Solution (RLOS)

Newgen offers a comprehensive retail loan origination solution that can be tailored to the needs of the diverse teams within the retail loan department, ensuring a seamless lending lifecycle. With Newgen, financial services providers experience operational excellence, profitable lending portfolios, and faster loan processing while enhancing productivity and customer experience.

Built on a low code platform, the solution can be configured to automate various stages of the loan origination cycle, from pre-screening and application processing to underwriting and disbursement. It can be implemented efficiently for a wide range of loan products. Straight-through processing capability of the solution ensures faster approval of applications that meet all criteria.

## Newgen Retail Loan Origination Solution



## Underlying Low Code Platform





### **Digital KYC and Due Diligence**

Allow lenders to authenticate borrowers' identities with digital KYCs swiftly, evaluate their credit scores, and analyze transaction data. Additionally, perform due diligence using blacklist, AML, and fraud check.

### **Automated Underwriting**

Determine an applicant's credit worthiness and risk factors based on internal or external scoring and use prebuilt AI models as a decision engine for faster approvals. This automated process streamlines loan approvals, reduces costs, and ensures consistency, enhancing the efficiency of the lending process.

### **Financial Analysis**

Analyze income and calculate liabilities to assess the creditworthiness of applicants using various data sources to gauge an applicant's capacity to repay loans while considering their existing financial obligations.

### **Straight-through Processing**

Evaluate applicant loan eligibility using a rule engine that assesses criteria such as credit score, income, and other predetermined parameters to identify STP cases or not eligible cases. Automate the approval and disbursement or add additional checks that may be required for underwriting and approval flow for No-Go applicants.

# Solution Highlights



## **Risk Management for Fraud Identification, Risk Segmentation, and Profiling**

Reduce lending risks through fraud identification, scoring, and segmentation while conducting sensitivity analysis and utilizing standard risk management methods such as credit scoring and income verification for added security and reliability.

## **Comprehensive Document Management**

Capture, generate, and extract data intelligently by leveraging the powerful underlying document management system. Maintain and segregate different types of documents and generate loan packages with pre-defined bank-specific templates. Create loan contract, CAM letter, welcome letter, and easily generate pre-qualification/soft approval letter.

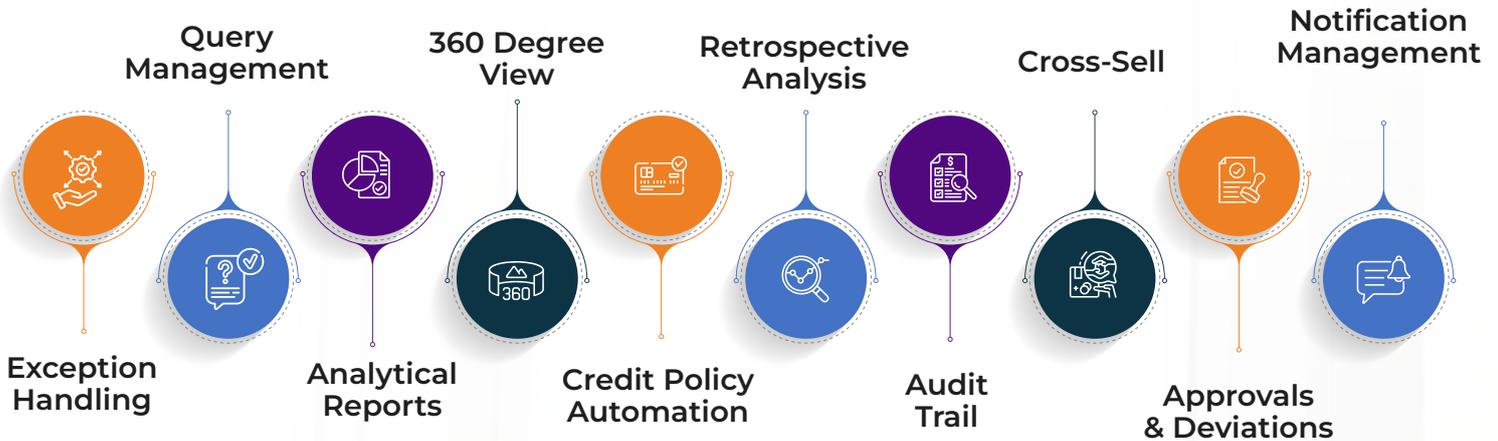
## **Collateral Capture and Assessment**

Capture detailed collateral data and perform deduplication to prevent multiple pledges of the same collateral. Perform external verification, valuation, and inspection to determine the collateral's worth and condition, and consider cross-collateralization when multiple assets secure a single loan to accurately evaluate the adequacy of collateral and minimize risk in lending transactions. Third-party digital channel (mobile and portals) assessment is also supported.

## **Disbursals**

Facilitate the efficient release of loan funds to borrowers supporting single and multi-party payments, allowing flexibility in disbursing funds to multiple beneficiaries if needed. Additionally, offer customers the choice between a single disbursement and tranche disbursements.

# Top Features



# Newgen RLOS is designed to suit the needs of every stakeholder



# RLOS Digital Lending Platform Benefits

**Agile, frictionless onboarding**  
across channels, leading to a  
reduced abandonment rate

**80-85% faster go-to-market**  
by rolling more products  
using low code

**Enhanced customer experience**  
with hyper personalization

**Automated processes ensure**  
reduced average cycle time



Experience

**Newgen has a deep domain expertise in the financial services space. It has been a pleasure to work with their team and we look forward to being long-term strategic partners.”**

**Minish Parikh, Chief Operations Officer,  
Clarien Bank Limited**

## About Newgen

Newgen is the leading provider of a unified digital transformation platform with native process automation, content services, communication management, and AI/ML capabilities. Globally, successful enterprises rely on Newgen's industry-recognized low code application platform to develop and deploy complex, content-driven, and customer-engaging business applications on the cloud. From onboarding to service requests, lending to underwriting, and for many more use cases across industries, Newgen unlocks simple with speed and agility.

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