Overview

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 corresponding impact on operations and technology.

Newgen offers a highly configurable solution, built on its low code digital transformation platform, that optimizes the retail loan origination cycle.

Digital Transformation of Retail Lending Process in a Dutch Financial Institution

- **35%** cost reduction per application
- **30%** increase in processing of applications
- **90%** reduction in printing costs
- **100%** digital application processing
The Growth Barriers for Financial Institutions

- Document-intensive process
- Excessive manual intervention
- High process cycle time
- Slow decision-making
- Lack of process visibility
- Auditing challenges

Newgen’s Retail Loan Origination Solution (RLOS)

- Automates origination cycle for the complete range of loan products from pre-screening, application processing to underwriting and disbursal
- Enables financial institutions to avail the benefits of both the worlds (build + buy). The institutions get an off-the-shelf solution, which is flexible and responsive to an extent that they can independently run most of the changes in a paperless and electronically-driven workflow environment
- Facilitates banks to differentiate themselves from their competitors. No matter how different or how complicated process a bank follows, Newgen's RLOS platform seamlessly automates it
- Enables banks to seamlessly onboard customers leveraging several configurable templates for customer and product-specific data capture

Retail Loan Origination Solution Framework
Solution Highlights

✓ **Lead Generation/Pre-screening** - Generate leads from various channels; run basic eligibility checks before processing applications. Calculate the applicant's eligibility and finalize the initial request from the proposed products offering from the system.

✓ **Single/Multi Product Disbursal** - Define schemes for various product types and configure workflows for processing applications. Book multiple products from a lead application and initiate different workflows basis the product type, post pre-screening, and approval checks.

✓ **Credit Application Management** - Provide several configurable templates for customer and product specific data capture.

✓ **Underwriting & Credit Analysis** - Consider financial information, employment information, account conduct, and pricing and engender a score as a part of the internal scoring engine developed.

✓ **Decision & Approvals** - Ensure a robust validation and approval process for loan disbursal with rules-driven matrix.

✓ **Document Management** - Maintain and segregate documents based on deferred/waived off/received/pending and generating loan packages with pre-defined bank-specific templates.

✓ **Collateral Management** - Provide a unified workflow around releasing, updating, valuing, and moving collaterals and other linked processes.

✓ **Deviation & Delegation Management** - Support event and rules-based management of exceptions as well as appropriate workflow routing.

✓ **Credit Risk Reporting** - Provide functional, operational, and investigative reports and dashboards.

✓ **Disbursement** - Ensure integration with core banking and card management systems for customer and account creation and supporting amortization schedule generation with full/partial disbursement schemes.

✓ **Easy Integration** - Integrate with third-party and legacy applications of banks, such as core banking solutions, rating applications, credit bureau systems, and others.

"Newgen's retail loan origination solution ensured continuous business growth by allowing our retail lending processes to keep up with changing market conditions. We were able to turn the derived value into faster transactions and higher business volumes.”

**Senior Vice President**
**Operations**
*A Leading Dutch Financial Institution*
Newgen is the leading provider of a unified digital transformation platform with native process automation, content services, and communication management 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.

For more details, visit www.newgensoft.com