

Newgen's Asset Finance Solution



Organizations of all sizes require equipment, machinery, or vehicles that must be upgraded periodically to keep up with modern technology and competition. The cost of acquiring these assets, on the other hand, can be prohibitively expensive and deplete working capital.

Organizations would be wiser to consider asset financing, which is a highly secure loan. In fact, the global enterprise asset leasing market is expected to reach \$1.76 trillion by 2027, expanding at a 12.3% CAGR from 2020 to 2027. Needless to say, it provides tremendous growth opportunities for financial institutions.

Key Challenges Faced by Financial Institutions in Asset Financing

- Complex, manual, and disjointed processes for asset financing
- Low digital tracking capabilities
- Lack of common standards for schemes
- Competition from digital-first fintech
- Lack of enterprise agility

Asset financing opportunities

Construction equipment financing

Vehicle and transportation equipment financing

Medical equipment financing

Agriculture equipment financing

Manufacturing and mining equipment financing

IT and office equipment financing

Aviation equipment financing

Electronic and appliances financing



Transforming Asset Financing with Newgen

Newgen's Asset Finance Solution is built on a unified, configurable, and low code digital transformation platform that confers limitless agility to adapt to the ever-changing rules and policies for asset financing and leasing. The solution encompasses Newgen's low code process automation (BPM), contextual content services (ECM), and omnichannel customer engagement (CCM) platforms with AI/ML capabilities.

The asset finance solution facilitates and transforms the end-to-end process—from prospecting, lead capture and management, lead conversion, loan origination, analytics-driven underwriting including spreading and financial calculation, approvals, and exception handling, to deviations, repayment, collections, and more.

Newgen has been helping NBFCs and financial institutions across the globe to digitally transform their asset financing process



The asset finance suite facilitates end-to-end:



Solving for the 5Cs of Asset Financing Evaluation

- **Character:** Solution performs borrower's history, reputation, and other checks
- **Credit:** Checks for credit history, suits, non-repayments, credit score, debt ratings, etc.
- **Cashflow:** Ascertains capital adequacy, cash flow, operating costs, non-cash costs, etc.
- **Capacity:** Determines borrower's repayment capacity, ability to convert assets into funds, etc.
- **Collateral:** Solution has collateral management for perfection, evaluation, sale, leaseback, or refinancing

Asset Finance Solution Modules

01 Lead Management System

- End-to-end campaign management
- Lead creation and management
- Eligibility verification
- Sync lead data
- Cross-sell/upsell

02 Loan Origination System

- Omni channel support
- Capturing demographic and financial details of customers
- Credit policy automation
- Asset structuring and calculation
- Generation of automated proposal, quote, and other documents
- Loan account and customer account creation , tranche disbursement, etc.



03 Loan Management System

- Mobile app used by the collection agents
- Back office support used by branch user to initiate multiple action code like legal, collection entry, PTP, repossession, broken PTP, etc.
- Customer 360-degree view
- Customer score
- Calling customer directly

04 Collection System

- Mobile app used by customers to initiate the request for servicing
- Portal used by end customers to initiate a request for servicing
- Single/tranche/split disbursals and payments
- Customer 360-degree view
- Document collections, payments and receipts

01 / Lead Management System

Campaign Management: Create and monitor campaigns

Lead Creation: Integrate with any third party, create new leads, and upload bulk lead through excel, csv. etc.

Lead Management: Route and distribute qualified leads intelligently to users, follow up, nurture & manage leads, and send real-time customer communication

Eligibility Verification: Check eligibility and document requirement

Sync Lead Data: Sync lead data through the CRM system automatically

Cross-sell/Upsell: Cross-sell/upsell with offers driven by AI insights

02 / Loan Origination System

Web Portal & Mobile App for Customers/Dealers: Offer a seamless self-service experience to all stakeholders. RMs and sales agents can originate requests, prepare proposals, calculate pricing, initiate workflows, and more from anywhere

Credit Checks & Analysis: Facilitate integration with Credit Bureaus for a credit history check

Online Verification with Reduced Data Entry: Integrate with multiple third-party applications for fetching and verifying customer information. Pre-built integrations for PAN, AADHAAR, Vahan, Voter ID, ITR, and digital signature verification through AADHAAR/DocuSign/LegalDesk e-Sign

Proposal Creation: Leverage configurable, high-performance business rule engine for accurately generating proposals, managing commissions of sales, brokers, dealer networks, third parties, and more

Underwriting & Risk Rating: Bring in intelligence across the underwriting process for asset detailing, insurance calculation, pricing, financial analysis, etc. Powered by a low code platform, the solution utilizes rule-based, configurable, in-built risk rating and management module for risk-based pricing, rating, scoring, and finance automation

Asset Structuring & Calculation: Capture data of asset, residual value calculation and spread across equipment amount, spread fees, taxes, and discounts on the asset, supplier-guarantor linkage, insurance of equipment, repayment schedule, etc.

Fleet Management: Offer complete fleet management services such as vehicle selection, pricing, ordering, acquisition, budgeting, maintenance, repairs, license and title management, fleet report, fleet analysis & optimization

Decision-making automation: Make real-time credit decisions with automated financial calculation, scoring, and automated approval/rejection for applications

Workflow Optimization: Maintain agile workflows by creating end-to-end optimized routing and assignment of cases along with exception management and deviation handling

Loan Portfolio Monitoring: Supervise loan portfolio for enhanced governance, risk, and control. The solution can automatically track and retrieve collaterals, covenants, loan exposure, pendency, auto-detect control breaches, and alerts to defined users

Asset Evaluation: Manage workflow for equipment valuation, update market value, net realizable value calculation, equipment inventory impairment calculation, full rental history of the equipment, equipment breakdown into multiple components, valuer/agent assignment and their actionable updates, etc.

Application Tracking & Discrepancy Management: Empower customers to track their applications online and resolve discrepancies over the portal

03 Loan Management System

Credit Management: Manage disbursement and post-disbursement activities of complete loan life cycle such as re-scheduling, closure, payment & receipts, repayment services, etc.

Deal Management: Manage changes in contracts such as financial/non-financial amendments, renewals, refinancing, transfers, restructuring of deals, extensions, cancellations, and reinstatements

General Ledger Accounting: Generate reports for account charts, voucher printing, cash book, ledger and sub-ledger, trial balance, profit & loss accounts, balance sheet, etc. Internal credit and debit entries are fed smoothly into the general ledger and the data can also be exported as per need. Also, supports API-based integration with third parties

Tax Accounting: Adhere to tax implications such as GST on lease, rental, transfer of rights, input tax credit, tax deduction, depreciation on GST, common credit, etc.

Multi-channel Communication: Offer in-built multi-channel communication options such as through email, SMS, etc. from within the application

Customer Self-service Portal: Empower customers with access to self-service portals through which they can monitor and manage their facility with real-time updates

Compliance Management: Efficiently manage compliances through triggers (e-mails and SMS) to customers on set frequencies for submission of pending compliances related information and documents. Direct document upload by the client via mail

Post-disbursement Monitoring: Enable easy monitoring for activity-wise compliances (such as monitoring, assessment, events, documents, and covenants) through persona-based dashboards such as RM view and unit head view. Effortless tracking of open, closed, pending, and in-progress activities at local, regional, state, or country levels by authorized users

04/ Collection System

Collection Entry: Capture the payment mode, fetch the collection amount from CMS (Contract Management System), waive any amount if needed, and generate a receipt

Auto-allocation: Manage case allocation in different buckets via rule engine in accordance with the Days Past Due (DPD) captured from the daily dump file

Holistic 360 View: Offer a holistic 360-degree view of each customer including past interactions to guarantee compliance, consistency, and optimal action for customers across all channels

NPA Movement & Tracking: Enable automatic forward and backward movement of cases based on the payment and delinquency bucket

Unpaid Accounts Management: Conduct auto-classification and identification of late or unpaid accounts and contracts beyond set time periods. Auto-initiation of escalations, customer communication, termination, repossession, or legal proceedings

Legal, Repossession, Sales, Auction, & Foreclosure: Fulfill and manage each of the processes seamlessly

Remarketing: Manage terminations (full/partial), vehicle collection and inspection, settlements, upgrades, rollers, and asset resale

Mobile Application for Bank Users: Maintain collection entry, update customer information and PTP marking, and more



Why Newgen's Asset Finance Solution?



One-stop solution for all stages of equipment and vehicle financing/leasing and fleet management, including origination, management, disposition, and remarketing



Intelligent lending with advanced STP and non-STP lending journeys equipped with digitization capabilities through automated document classification



Multi-channel initiation of customer requests through branch walk-in, web portal, handheld devices, and seamless self-service experience linking manufacturer, dealer, and bank/financial institution together



Future-ready with a low code-based underlying platform that spurs operational excellence, simple drag-and-drop functionalities to design workflows and routing of applications



On-the-go generation of quotes, pricing, valuations, workflows, document upload, and support for geo-tagging, and geo-fencing



Real-time KYC verification, commission calculation, document management, process e-signing, and more



Easy configurability of different assessment, risk, rating, scorecard, analysis, etc. models through business rules engine



Seamless collaboration between all stakeholders, including dealers, manufacturers, agents, clients, valuers, third parties, etc.

About Newgen

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.

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