



Clareti³ Lending

A real-time credit application processing solution
from our Clareti banking system

Speed up the processing of applications and improve the quality of credit decisions

Clareti Lending is currently being used by banks and financial institutions to enable complex retail credit decisions as well as simple loan products.

Clareti Lending is a tried and tested on-line credit decisioning tool. It provides lenders and borrowers with an easy to use application process that delivers superior customer service and improves the quality of the lending portfolio. Clareti Lending supports many languages, in addition to English, for any or all of:

- Consumer loans
- Mortgages
- Credit cards
- Lines of credit

It includes support for the cross-sell of credit products when opportunities present themselves. Many banks and financial institutions use Clareti Lending to win and retain business.

Functionality

- Application capture
- Multi-product and multi-currency capability
- Support for multiple lines of business, branches and regions

- Credit bureau interface
- Automated decisioning
- Calculators
- Extensive functionality for security documentation
- Support for multiple applicants
- Multiple scorecards
- Management reporting

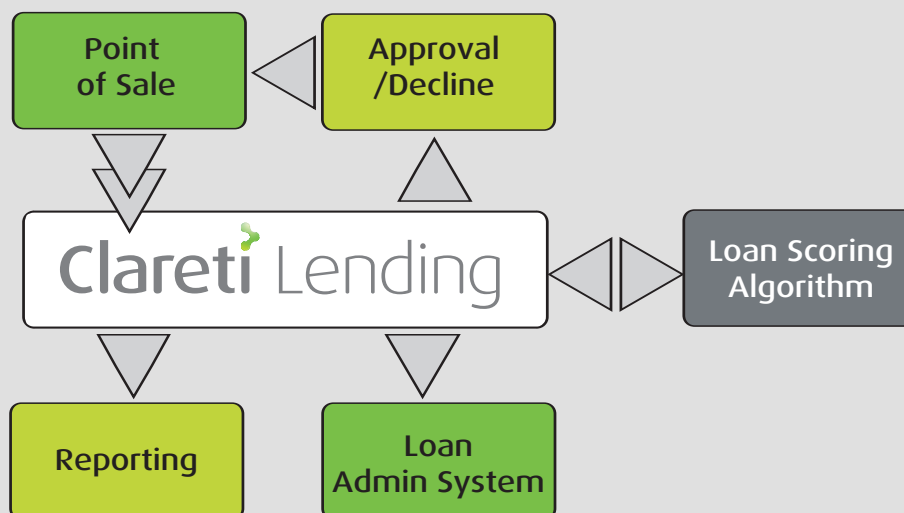
'Need to know' reporting is implemented at each level within the organisation and each office can see reports only if authorised to do so. A complete hierarchy of reporting is implemented to support supervising offices.

Clareti Lending is a web service so it can be tailored to any corporate standard and it can support

- Branch operations
- Call centres
- Internet banking
- Customer self-service

Features and benefits

- Credit scoring is configurable by the bank. For example, the scoring algorithms may be different for automobile loans and for loans to buy home entertainment systems.
- Easily implemented at the point of sale. When customers need credit to complete a purchase, the seller can obtain a credit approval in minutes, on-site. Customers will not need to leave the point of sale to search for credit alleviating the risk they will not return and sellers will increase their chance of closing the sale.
- Clareti Lending can return a maximum loan amount that will be approved. Sales staff will understand what the customer has been approved for and be able to meet customer needs within that limit. This presents immediate cross-sell and up-sell opportunities.
- Interfaces to one or more credit bureaus where available with automated report retrieval and customisable scoring.



The Clareti Lending process

Clareti Lending process

Clareti Lending has been designed to deliver the most efficient application process – one that permits lenders to spend their time on good customer credit applications and reduce the time spent on those that are never likely to be approved.

Clareti Lending delivers a process based on progressive “Go/No Go” decision points – i.e.

1. Is applicant creditworthy?
2. Can they afford the loan?
3. Can they support it?
4. Can they secure it?

If it becomes clear that the application is not acceptable, it can be truncated. This uses the interviewer's time effectively and frees staff up for more productive activities. As a result, lenders do more interviews and maximise their loan production.

The process minimises loss of valuable customer relationships due to premature disqualification by inexperienced and/or over-capacity lenders.

Tailored Solution

Clareti Lending can be used for a wide variety of credit products, and the presentation can be modified to meet

Unsatisfactory applications are identified as early in the interview process as possible.



specific needs. Fields may be defined as mandatory (or non-mandatory) to ensure that all necessary information is collected.

Scorecards

An unlimited number of scorecards can be installed, each with different characteristics, attributes, values and independent cut-off scores. Clareti Lending is fully compatible with third party scorecards from a variety of vendors.

Accessibility Options

Clareti Lending is also available as a solution that permits consumers to apply at point of sale.

The point-of-sale application enables consumers to make the decision to purchase an item in a retail outlet (e.g. home appliances). Data is entered by the sales person and the application is scored. The consumer can obtain a loan at the point of sale in about three minutes.

Integration and Interfacing to a Loan Administration System

Clareti Lending uses industry-standard database technology and can be easily interfaced to any loan administration system including Clareti Banking.

All applications are retained on the system until purged. This means that

any repeat application or refinance need not start 'from scratch' as the details of any previous application can be brought forward to the new one if desired.

About Gresham

Gresham Computing plc (LSE:GHT) specialises in the provision of real-time financial solutions to banks and corporates, and has a well-deserved reputation for technical excellence, reliability and a strong service culture. Our storage division helps the largest data users to better manage the unrelenting growth of data.

Further information

For more information on how Clareti Lending can help your company visit www.gresham-computing.com or you can email us at info@gresham-computing.com

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Gresham
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