



In Singapore, a large local bank with operations overseas deployed Aurionpro's end-to-end technology to consolidate its credit application process, making the bank a viable choice for SME business owners

Large Bank in Singapore with Strong Presence in Asia Pacific

Challenge:

- Increase market share within the SME sector
- Implement a model that is compatible with multiple country-specific regulations

Solution:

- Deployment of SmartLender SME Loan Origination System
- Implementation of pre-defined templates, which enabled easy product selection and collateral management

Results:

- Streamlined the entire loan application and approval process, enhancing the bank's competitiveness within the market and simultaneously meeting regulatory requirements
- Decreased turnaround time
- Mitigated customer risk exposure

One of Singapore's largest banks, with subsidiaries across Southeast Asia, deployed Aurionpro's SmartLender SME Loan Origination System (SMELOS) to establish a foothold in the Small and Medium Enterprise sector. With an outstanding reputation for understanding Asian corporate culture and having the ability to fulfill its customers' business practice needs, this bank was able to effectively design its new product mix with the help of SmartLender SMELOS.

The Aurionpro's loan origination platform is customized to industry-specific requirements and seamlessly integrates into the industry's best-of-breed workflow and rules-based engines. More importantly, it is Basel II compliant - tailored to countries' regulatory environments - and can interface with banks' internal blacklists and watch lists, as well as those of external credit rating agencies, enabling a swift account creation process.

The bank's use of Aurionpro's end-to-end technology, designed using a single code base for multiple countries, allowed the bank to consolidate its credit application system into a straight-through banking process that significantly improved the operational turnaround time of the entire loan procedure.

Finally, Aurionpro's solutions allowed the bank to set benchmarks for its loan and credit performance measurement. The integration of SMELOS with each country's regulatory framework not only enabled more efficient data entry, but it also controlled local and international customers' risk exposure through a rigorous 'screening and scoring' mechanism.