

# THE DEFINITIVE COMMERCIAL LENDING PLATFORM CHECKLIST

How to evaluate your system's  
readiness for today's marketplace



Financial institutions of all sizes have been striving to achieve an integrated commercial lending platform, one that delivers a superior borrower experience while reducing staff workload, maximizing efficiency, and cutting costs. So far their efforts have fallen short. In cobbling together portions of the commercial lending process from various specialized providers, they've wound up stuck with disparate databases that cannot communicate with each other. And often they can't communicate with core processing systems either. Clearly, a single, flexible commercial loan management system is what is needed to keep up with the pace being set by online competitors.

**Without the right technology, you won't stay relevant in today's market. You need a commercial lending platform that:**

- Leverages ease of use for both lenders and borrowers** through navigation, the user interface, and user-friendly dashboards that foster internal communication
- Incorporates online delivery of credit applications** with marketing and social media drivers
- Offers an auto decision option** for requests to be routed to a streamlined, fast track that evaluates scoreboard variables you choose
- Allows for electronic delivery and storage of underwriting documents** such as applications, financials, tax returns, guarantor data, etc.
- Includes both pipeline management and lender workflow** and also distinguishes by loan type
- Future integration capabilities for pricing and profitability management**
- Offers peer group analysis reports for borrowers**
- Includes an outlet for loan declines**, offering alternative solutions for those borrowers you cannot serve today
- Offers optional CECL analysis functionality**
- Allows for integration of your current vendor applications** through API technology, and integrates with core processing systems
- Tracks lender performance** in addition to loan performance
- Includes ancillary services** such as financial spreading and analysis, document preparation, and risk management
- Includes post-funding collateral management**
- Prompts lenders when loans are not performing**, via auto notifications and reporting
- Prompts lenders when external conditions could be impacting the credit** based on NAICS codes
- Periodically scans outside credit indicators** such as tax records, suits, liens, judgments, and payment ratings on borrowers
- Utilizes a trusted vendor** that can easily comply with vendor management protocols

Is your current commercial lending platform providing you with everything on this list? Are your current vendors offering this level of integration? If not, our team at **ProfitStars<sup>®</sup> Lending Solutions** would love to speak with you regarding our solutions to these challenges.

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