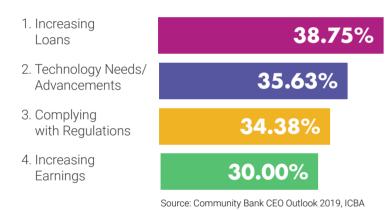


## OPTIMIZE END-TO-END COMMERCIAL LOAN ORIGINATIONS WITH FUSION CREDITQUEST

Community Banks and Credit Unions Rely on Commercial Lending to Stay Competitive and Relevant to Their Borrowers

### **TOP 4 CHALLENGES**



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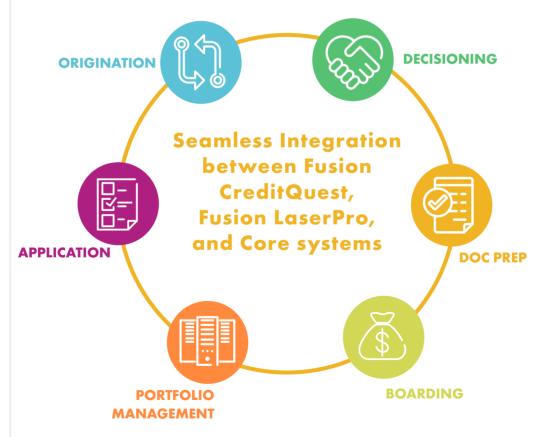
Establishing a centralized system for all of our lending procedures with Fusion CreditQuest has greatly improved the overall efficiency of our loan processing capabilities.

#### Richard Prescot

Vice President of Commercial Lending, Mainstreet Community Bank of Florida

## **COMPLETE CREDIT RISK MANAGEMENT SYSTEM**

ORIGINATION • FINANCIAL ANALYSIS • UNDERWRITING PORTFOLIO MANAGEMENT • EXECUTIVE REPORTING



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We've seen double-digit improvement across the board in all our key metrics, including the number of loan applications processed per analyst, dollar volumes in terms of deposits, loans and fee income, number of products per customer and cumulative lifetime value of a customer.

#### Chris Nichols

Chief Strategy Officer, CenterState BankLending, Mainstreet Community Bank of Florida

# AS PART OF FINASTRA'S TOTAL LENDING SOLUTION, FUSION CREDITQUEST PROVIDES REAL RESULTS

25-30%

Reduction in time to loan approval for new customers

12%

Growth in value of commercial loan originations with same staff

50%

Reduction in time to loan approval for existing customers

20%

Reduction in headcount handling back-office transactions

58%

n Reduction in total time to originate loan (# hours)

40%

Gain in operation efficiency cost savings with an acquisition (exceeding industry average)



Make Smarter, Faster Decisions



Optimize Costs



Accelerate Growth



Improve Regulatory Oversight and Risk Management



Customer

Experience

ONE PARTNER, ONE SOLUTION...