

Market Commentary

The future of mortgage lending?

The partnership between Teachers Building Society and Finastra signals a new way of delivering mortgage and savings services

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Anand Subbaraman
General Manager for Retail Banking Solutions, Finastra

Teachers Building Society UK was founded in 1966 to provide mortgages for teachers, in particular, women. (At the time, women were regularly asked for a male guarantor when asking for a home loan by themselves). Since then, the society has remained true to its social purpose and still mostly lends to educators.

The need to modernize

Tasked with modernizing the society's core systems, CEO Simon Beresford had two specific aims. The first was to provide a digitally rich experience for their members (customers), two-thirds of which are female and the majority of mortgage customers are aged under 40.

These people are time poor yet tech-savvy and need financial services to be seamless and easily accessible on mobile devices and online. Secondly, Teachers Building Society was looking for an organization that wanted to collaborate and saw a partnership as a journey to embrace next generation technology.

SaaS and cloud delivery

Finastra's Fusion Essence Cloud will enable Teachers Building Society to provide the seamless, digital service its customers want and need. Fusion Essence Cloud is a SaaS model deployed on Microsoft Azure that includes a range of valuable services not least of which is the evergreening of the solution through continuous delivery of updates, including features and functionality.

About the author



Anand Subbaraman,
General Manager for Retail Banking Solutions, Finastra

Anand Subbaraman is the General Manager for Retail Banking Solutions at Finastra. In this role he is responsible for product vision, strategy, and delivery of our Core and Digital banking solutions including Essence, Equation, Midas, Phoenix International and Digital Channels.

Anand joined Finastra in 2018. Prior to that, Anand was with Oracle for 19 years, when he worked in a wide variety of roles across product management, engineering and strategy covering applications and technology domains. Anand has also worked as a strategy consultant and at a financial services start-up. Anand has an MBA from IIM, Ahmedabad and a Bachelors in Engineering from NIT Trichy both in India.



Delivering a completely digital and integrated end-to-end savings and mortgage process is key to improving customer satisfaction and driving business expansion

This means that a solution developed for one customer (for example to meet a specific ISO standard) can be immediately rolled out to all customers. The days of time consuming upgrades are over.

Transcending technology

The partnership between Teachers Building Society and Finastra transcends technology. It's a partnership that benefits both organisations, and the industry as a whole. Finastra believes that its collaboration with Teachers BS helps fulfill its vision to build the Building Society of the future. To that end, Finastra has "linked arms" with Fairmort for UK regulatory reporting and BEP for mortgage and lending origination.

The project will deliver a fully integrated and compliant end-to-end lending and savings solution, with an emphasis on streamlining the mortgage application process from origination through to servicing and disbursements.

Positioned for growth

With a potential market of around a million state-sector teaching professionals, Teachers Building Society will be well positioned to grow its business and ensure its sustainability. The overall solution will drive a better consumer experience, achieve greater levels of STP and be regulatory compliant.

It will deliver the scalability, product launching and analytics capability that will enable financial institutions to efficiently and effectively pursue and measure business growth.



[Listen to the full interview here](#)

Blazing a trail for the industry

According to Simon Beresford:

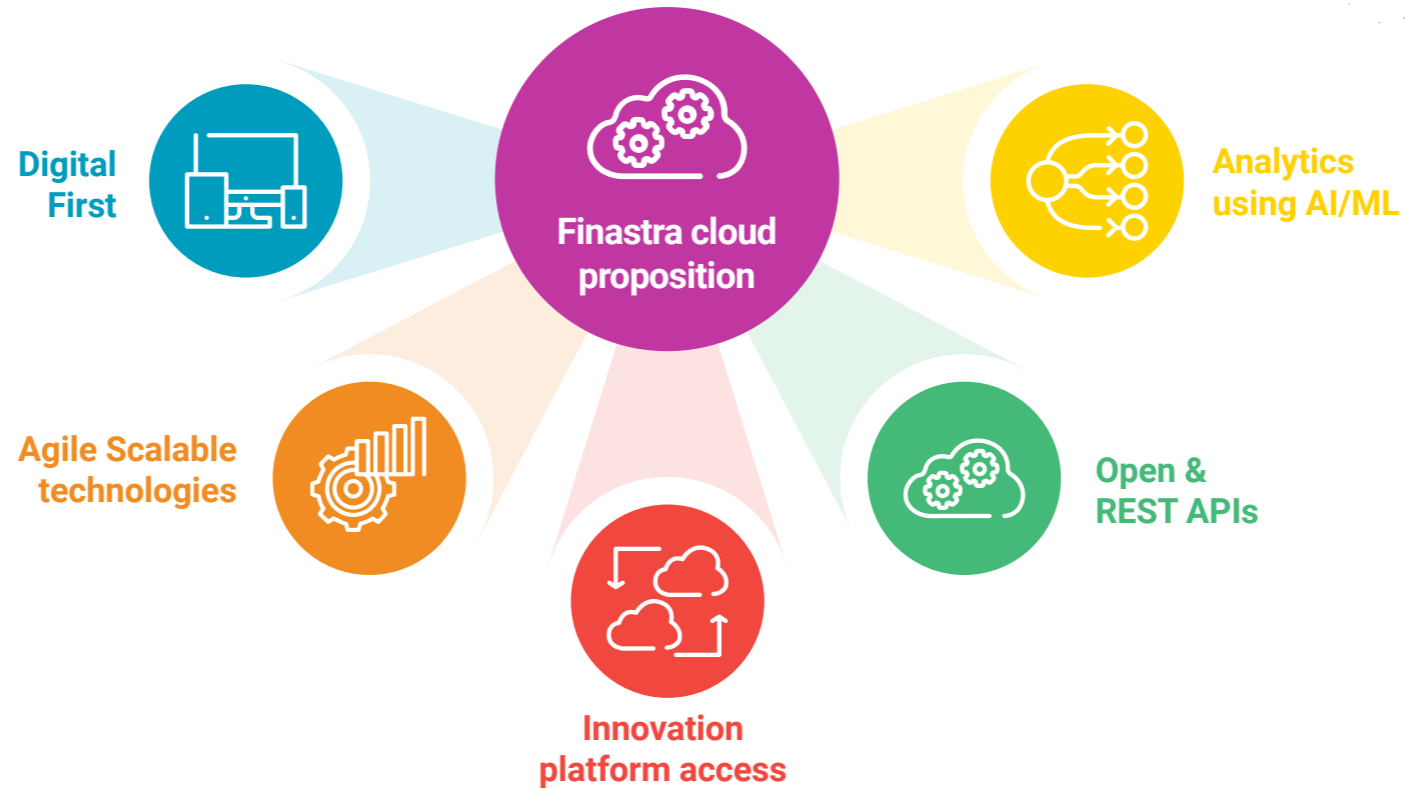
// *Buying a house is a complex and emotionally charged experience. The UK mortgage business has to make the process as easy as possible for customers. The use of the latest technologies are key to this. This is also critical for the mortgage industry as a whole as the sector transforms."*

Finastra's Anand Subbaraman agrees:

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Fusion Essence: Next Generation Banking Platform

Finastra delivers a native cloud banking experience, for financial institutions that need scalable platforms to grow and to exploit their uniqueness in line with their business model.



Fusion Essence named Leader among digital banking processing systems in Forrester Wave™ report

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About Finastra

Finastra is building an open platform that accelerates collaboration and innovation in financial services, creating better experiences for people, businesses and communities. Supported by the broadest and deepest portfolio of financial services software, Finastra delivers this vitally important technology to financial institutions of all sizes across the globe, including 90 of the world's top 100 banks. Our open architecture approach brings together a number of partners and innovators. Together we are leading the way in which applications are written, deployed and consumed in financial services to evolve with the changing needs of customers. Learn more at finastra.com

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