

Sageworks Workflow

Streamline life-of-loan processes

The life of a loan is a complex process, often involving many people at the institution and many steps. If credit workflows are inefficient, it dampens the institution's turnaround time and as a result the borrower's experience with the institution.

CHALLENGES

BORROWER EXPERIENCE

- Slow turnaround times within prospecting, underwriting and approvals can frustrate customers
- Inconsistent processes reduce control over customer experience
- Disaggregated systems can make it hard to effectively communicate about a borrower

OPERATIONAL EFFICIENCY

- Disconnect between parties working on the same credit file
- Difficult to identify bottlenecks
- No system to report on workflows, bank-wide

COMPLIANCE

- Inconsistency between analysts can cause inconsistency between credit files, a problem for exams
- Documents may be missing from credit files
- Difficult to report on credit processes or accountability

BENEFITS

WHY SAGEWORKS WORKFLOW

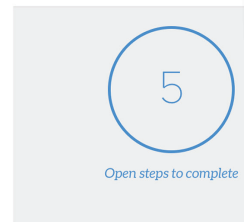
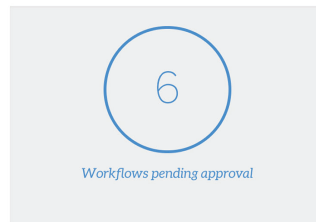
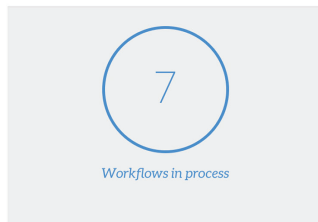
- ✓ Lose fewer deals, see where in processing credits are delayed so you can be the first back to the borrower
- ✓ Ensure a consistent, high quality experience, customer to customer
- ✓ Centralize data to make it easier to answer borrower questions about progress

WHY SAGEWORKS WORKFLOW

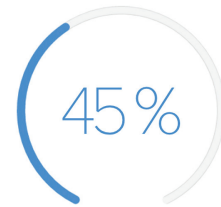
- ✓ Improve performance and productivity with automated pipeline reporting
- ✓ Use notifications to prompt action from others working on the credit
- ✓ Identify cross sell opportunities more easily, with all borrower information in one place

WHY SAGEWORKS WORKFLOW

- ✓ Build efficient processes for underwriting, booking, reviews or impairment
- ✓ Prevent incomplete credit files, using required steps and documents in a workflow
- ✓ Document each phase of the life of the loan, for transparency in exams



Or, work with a customer or prospect



17 of 38 Steps Completed
Start Date: 4/28/2015

KEY BENEFITS

- ✓ Build efficient processes that can be used consistently for underwriting, booking, reviews or impairment
- ✓ Manage loans with an end-to-end solution
- ✓ At a glance, see all the information related to a borrower, including ALLL pools or stress tests
- ✓ Improve performance and productivity of lenders and analysts with automated pipeline reporting
- ✓ Start tracking prospective borrowers and prospecting activities in a centralized location to make activities reportable
- ✓ Link a workflow to a Sageworks page or a third-party site for ease of use
- ✓ Use Sageworks' templates as a starting point for new workflows
- ✓ Tailor workflows to your institution's processes
- ✓ Use notifications to prompt action from others working on the credit file
- ✓ Effectively communicate about the borrower to all parties involved
- ✓ Prevent incomplete credit files, using required steps and documents in a workflow
- ✓ Assign different access levels to control management of workflows
- ✓ Control notifications to staff through daily or as-soon-as available email alerts
- ✓ Provide analysts with a dashboard to help manage their workflows
- ✓ Quickly report on process exceptions and outstanding items
- ✓ Automate assignment of daily loan administration tasks
- ✓ Win more prospective loans by shortening turnaround time
- ✓ Create workflows to guarantee credits are appropriately stress tested as part of underwriting or reviews
- ✓ Access workflow steps quickly from every page