



# Benefiting From Standardized Technology

End-to-end loan lifecycle  
management in cloud

## → PROBLEM STATEMENT

Cloud computing has changed the way many people interact with companies – from search and email to music and video. Banks and financial services companies are building on this experience and realizing the cloud's potential to underpin their growth strategies. Cloud is also becoming a fundamental part of the digital journey and is becoming a more attractive proposition for companies. According to a survey by Finextra Research<sup>1</sup>, 80% of banks plan to replace their core systems within five years, and 90% of them are in favour of including cloud based services as part of their infrastructures.

Banking platforms in the cloud are now delivered in many forms offering differentiated value propositions. While some platforms are very standardized, they are designed to limit customizations and modifications. To get the maximum benefits from standardization, companies need to change the way they operate to align with solution's capabilities rather than the other way around. These solutions are welcomed by smaller financial services companies focused on specific target customer segments. They can be deployed quickly and optimized for specific business needs, thus enabling faster business rollouts. Other solutions are less standardized and enable users to make more modifications and customizations. These solutions help larger banks whose needs have become very specialized. Hence it is vitally important for banks and other financial institutions to consider their needs when assessing the capabilities of various platforms.

With increasing demands from customers for personalized offerings, the rising popularity of FinTech companies and intensifying pressure on profit margins, there is a renewed focus on differentiation in financial services. Companies are adopting customer centric approaches and rapid innovation in their search for competitive advantage. For example, there has been recent focus by Non Banking Finance Companies (NBFCs) in India on housing for low income groups and people with informal incomes<sup>2</sup>.

Larger banks undergoing transformation projects prefer solutions which give them more control and the ability to customize the deployment to match their specific business flows. However the needs of smaller banks, NBFCs and new entrants to the financial services industry are different. A standardized cloud-based system that provides quick and easy

**ABOUT NUCLEUS SOFTWARE**

Nucleus Software is the leading provider of mission critical lending and transaction banking products to the global financial services industry. With three decades of expertise and experience, today, it powers the operations of more than 150 companies in 50 countries, supporting retail banking, corporate banking, cash management, internet banking, automotive finance and other business areas

**AWARDS**

**Celent Model Bank Award**

**2016**

Celent Model Bank Vendor Award

**2014**

ICICI Bank, India

**2013**

Vietnam Prosperity Bank, Vietnam

**2010**

HDFC Bank, India

**2009**

ICICI Bank, India

**IDC Insights Award**

**2015**

DCB Bank, India

**Asian Banker Technology Implementation Award**

**2014**

ICICI Bank, India






**RBI Trailblazer Award**

**2013**

CIMB, Malaysia

**FINNONE NEO**

FinnOne Neo is the next-generation lending solution built on an advanced technology platform, designed to shape the future of lending across Retail, Corporate and Islamic sectors for banks and financial services companies. The multi-channel solution which helps digitize the complete loan lifecycle end to end, supports both cloud and on-premise deployments. The solution handles complete loan lifecycle covering:

-  Customer Acquisition
-  Loan Management
-  Collections
-  Lending Analytics
-  Lending Mobility

**FINNONE NEO LENDING MOBILITY**

FinnOne Neo Lending Mobility helps banks manage the end to end loan life cycle of their customers on mobile. Powered by integrated modules that can be deployed separately, the solution helps banks on-board customers faster, deliver better service to customers and simplify collection processes for agents. The solution is made up of the following modules:

- Mobile Customer Acquisition System (mCAS)
- Mobile Loan Self-Sourcing (mApply)
- Mobile Loan Servicing (mServe)
- Mobile Loan Collections (mCollect)
- Mobile Loan Operations (mPower)

deployment, on tap scalability, faster go-to-market, ready to use features and industry wide best practices at lower cost of operations is an ideal match for them. This kind of setup helps them focus on innovation and business expansion without having to worry about technology. Thus, it is beneficial for smaller banks and NBFCs to deploy cloud platform offerings which are fully functional but more standardized, solutions that can help them add new functionalities without disrupting their existing operations.

**SOLUTION**

FinnOne Neo Cloud is a comprehensive and standardized cloud based lending solution designed to facilitate easy management of the complete loan lifecycle – from designing and launching innovative products in minutes to dramatically reducing exposure to risk. Above all, the solution enables financial institutions to provide their customers with services that their competitors cannot match. FinnOne Neo Cloud offers the advantages of having the world’s best selling lending solution without the high upfront capital expenditure and operational expenses traditionally associated with on premise deployments. FinnOne Neo Cloud can be easily integrated with mobile and analytics capabilities which cater to the specific business needs of smaller banks and NBFCs. The solution is platform agnostic and works with most of the leading cloud platforms available in various markets.

- Automated workflow based processes
- Paperless and digitized operations
- Comprehensive credit decision making capability
- Easy integration with mobile and analytics capability
- System activation within 2-3 weeks from project kick off

- Pre-configured setup based on industry best practices

**MINI CASE - STUDIES**

➔ An innovative Housing Finance Company (HFC) in India, serving 15,000+ households was targeting a 5x growth and \$500m in loan portfolio over a 3 year period. The company deployed Nucleus’ FinnOne Neo Cloud, which offered an easily configurable workflow based design, the ability to shorten the time to market and business process automation capabilities.

70%

REDUCTION IN APPLICATION PROCESSING TIME

400%

TARGET INCREASE IN PORTFOLIO BY 2018

➔ A leading Non Banking Finance Company (NBFC) in India, serving 2.8 million customers from a network of over 3,700 branches, needed an innovative and robust digital loan platform supported by a partner with deep understanding of lending. The NBFC deployed FinnOne Neo Cloud which helped them streamline processes, eliminate bottlenecks and achieve seamless loan processing.

US \$ 7B

TARGET AUM BY 2019

US \$ 150M

TARGET HOME LOANS PORTFOLIO BY 2019

**Source:**

1. <http://www.bankingtech.com/284751/80-of-banks-to-replace-core-systems-within-five-years>
2. <http://economictimes.indiatimes.com/wealth/personal-finance-news/tata-capital-housing-finance-loan-portfolio-touches-rs-10000-crore-mark-articleshow/49080315.cms?intcntarget=no>



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