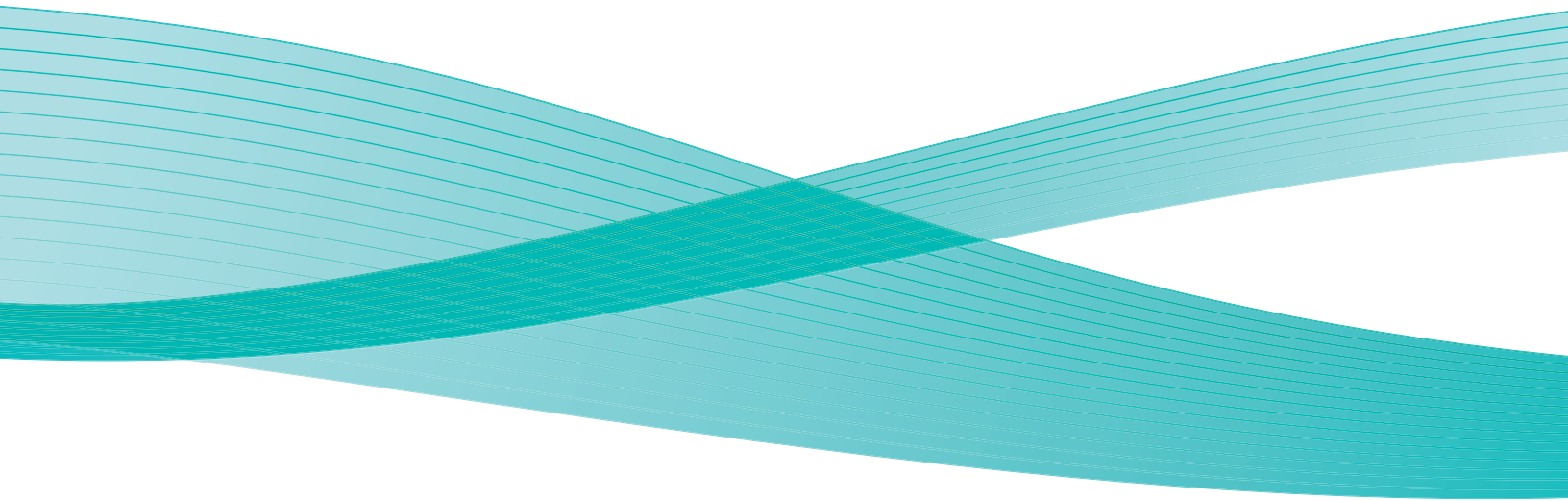
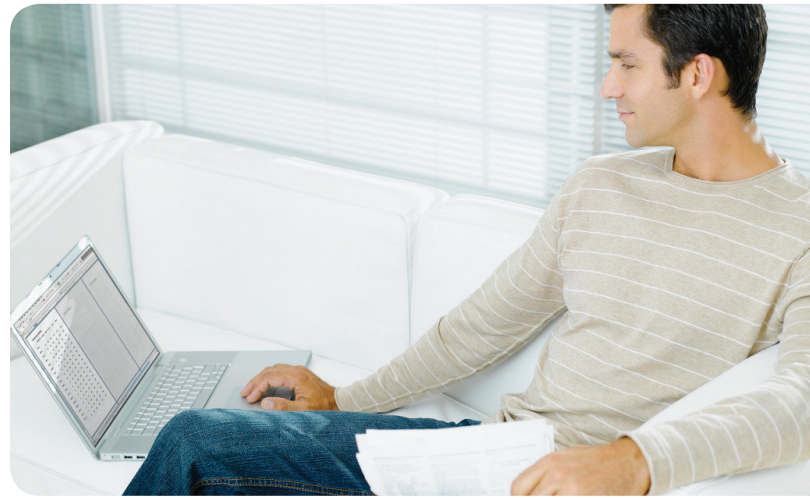


# From credit checks to cutting checks, we created a unique private loan program.

Our program created recoupable incentives, online application, preapproved credit decisions – and thousands of new borrowers.



# When is an outsourcer not just an outsourcer?

## When our new private loan solution disburses \$10 million in new loans in just five months.

### The Challenge

With the help of a third-party vendor, a renowned lending institution was developing an online application process for its private loans. As part of this process, the institution wanted to offer instant credit preapproval decisioning. To do so, it needed an outsourcing provider who could:

- Work with its existing vendor
- Interface with a national credit bureau
- Design and implement a system that would integrate with the institution's online application process
- Offer unique incentive pricing to borrowers.

### The Solution

Citing our track record in loan origination and servicing, and ability to build customized solutions, the lender selected us to design and implement a new private loan program. We worked closely with the management team to define and detail the complex requirements, and then tailored a loan program to meet its needs and objectives.

We drew upon our interface with Experian, one of the nation's leading credit bureaus, to create an innovative solution that worked through the lender's third-party vendor. This enabled real-time credit decisioning for online loan applicants without requiring a direct interface from the lender to the credit rating agency.

Our team created a complete private loan program solution for the lender, which included online application, e-sign capabilities, online instant credit decisioning, full credit underwriting capabilities, TIL disclosure generation, funds disbursement and call center support.

Employing our versatile technology, we built unique incentive programs into our servicing system, enabling the client to implement teaser rates without losing income.

Throughout the program's development and launch, the lender received continuous communication and updates from our project manager, who oversaw the project from end to end.

### The Results

We launched the lender's new private loan program within 90 days of receiving final requirements.

Due to the instant credit decisioning capabilities, we processed more than 10,000 instant credit decisions on behalf of the lender in the first month after the program was launched. And within five months, we'd disbursed more than \$10 million in loan funds under the new program, with an average loan balance of \$15,000.

You can learn more about us at [www.xerox.com/businessservices](http://www.xerox.com/businessservices).



**Sector:** Higher Education

**Solution:** Guaranteed Loan Servicing – Private Loan Origination

**Client:** One of the largest banks in the U.S.

**Challenge:** Integrating advanced features into a third-party online application process for private loans

**Results:** Convenient private loan program with recoupable incentives, online application, instant-preapproved credit decisions and thousands of new borrowers

### The Bottom Line

A large lending institution wanted to offer a new private loan program with online application capability, instant credit pre-approval decisioning and recoupable pricing incentives. We got the institution up and running with a new program in 90 days. The system integrates with the lender's existing online application process, and

provides instant credit preapproval decisions through a leading credit bureau. It also offers innovative pricing incentives that attract new borrowers while protecting the lender's investment. Within five months, we'd disbursed \$10 million in new loan funds for the lender, with an average loan balance of \$15,000.