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axeRetail Lending

FAST-TRACK LOANS THROUGH CREDIT AUTOMATION & SCORING SOLUTION

STATE-OF-THE-ART DIGITAL RETAIL LENDING

TAKING YOUR PAIN POINTS OFF YOUR SHOULDERS

Retail lenders are facing a very demanding customers while still depending on manual processes with disparate systems.

Along with Covid 19 pandemics catalyzing the shift to digital solutions and low touch interactions between lenders and customers, there is an increased need for fast and reliable ways to take out loans.

To make this possible, lenders must disrupt the way they lend to thrive in such a competitive landscape.

axeRetail Lending is a future-proof AI-based solution to automate loans granted to consumers from KYC to servicing including personal loans, auto loans, mortgage loans, credit cards, personal overdrafts, student loans, and home loans.

axeRetail Lending leverages AI to provide lenders with an efficient omnichannel financing journey ensuring fast-track loans and accurate credit decisions.

CUSTOMER — BANK

Low-touch interaction

Performance

Digital inclusion of all credit stakeholders

Reduce costs (paperwork, trips to the bank)

Efficiency

Reduce paperwork to focus on core business

Real-time loan disbursement

Shortening the credit Turnaround Time - TAT

Customer satisfaction

Financing at the point-of-sale

Decreasing Time-to-Market - TTM

Omnichannel journey

Instant credit application updates

Improving risk mitigation

/ End-to-end retail loans management

/ AI-powered digital retail lending

/ Real-time internal & external communication

/ Granular & limitless customization options

/ Multi-language/currency/industry/entity

/ Zero-code digital lending solution

/ On premises or cloud-based

/ Render Open lending Architecture
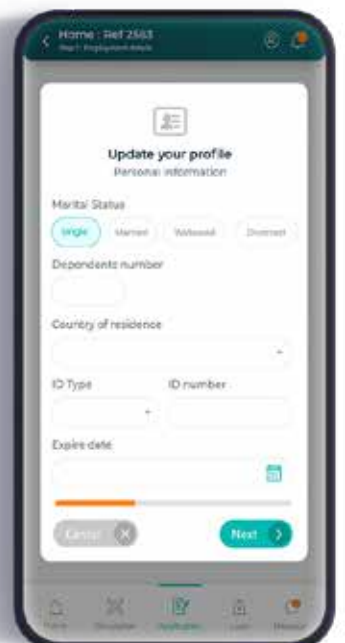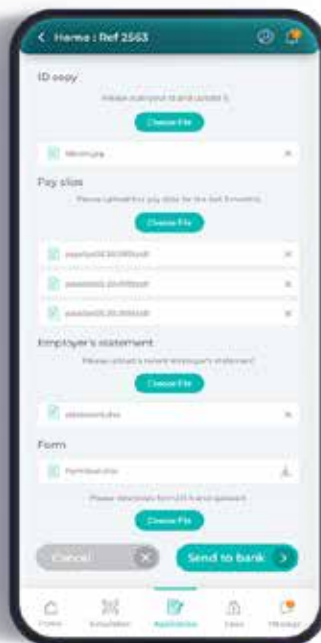
EMPOWERING LENDERS WITH AN AI-BASED END-TO-END DIGITAL RETAIL LENDING SOLUTION
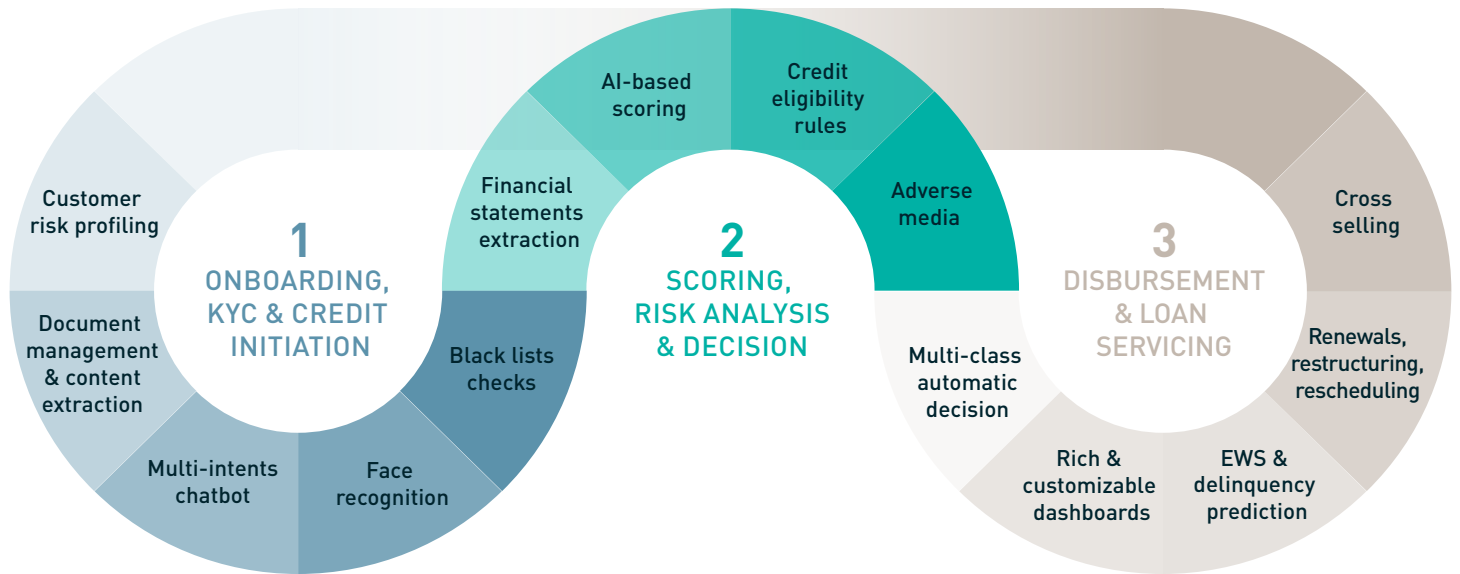
1- ENSURE A DIGITAL ONBOARDING AND PROMPT CREDIT INITIATION

/ AI-powered borrower onboarding (face/ID recognition)
/ Attract new customers with pre-approved loans and offer an omnichannel customer experience
/ Deliver a faster time-to-market for new products and offers
/ Speed up validation tasks and controls
/ Provide a 360° view of your customers' and prospects' information
/ Respond immediately to customer requests about progress on a credit application
/ Readily implement changes to a loan application
/ axeRetail lending can be integrated with pACP to offer POS financing

2- TRADITIONAL & AI-BASED SCORING INTEGRATED INTO ONE SINGLE PLATFORM FOR ACCURATE CREDIT DECISIONS

/ Accurate credit worthiness assessment thanks to real-time data integration with external and internal data sources (CBS, Rating Systems, CRM, black-lists, credit bureaus & other third parties)
/ Enhance credit decision quality by integrating new data sources (adverse media, sentiment analysis, social scores)
/ Build innovative ML-based scoring models that are fully integrated with ACP
/ Define an internal rating scale based on the final score or host a customized scoring model via integration
/ Ensure compliance with GDPR international directives, country regulations, and bank policies
/ Automate delegation of authority as per the institution's credit policy

3- DATA ANALYTICS USEFUL FOR LOAN MONITORING & SERVICING, AND BENEFICIAL FOR CROSS-SELLING

/ Leverage AI to profile each and suggest the right loans
/ Configure traditional and AI-based early warning signals for a proactive approach for credit monitoring
/ Business Intelligence module with standard and customizable dashboards displaying historical statistics such as number and evolution of credit applications/year, and same period last year
/ Benefit from enterprise-wide risk reporting of credit related activities from executive level to branches
/ Enhance overall control of all credit-related statistics & processes to ensure compliance
/ Regulatory reporting for central bank reports requirements

RETAIL LOANS ON YOUR OWN TERMS THANKS TO ZERO-CODE CONFIGURATION TOOLS

axeRetail Lending solution is provided with axeStudio, a set of embedded and zero code administration tools for limitless customization options with no need for vendor intervention.

/ BRM for rules management to build dynamic credit policies and trigger the corresponding approval workflow process based on loan type, value, segment, or other parameters defined by the lender
/ GUI Designer for screen layouts with default values
/ BPM for workflow and process design, annual review, interim review, greenlight, fast track, in approval
/ DMS for electronic document management: credit memo, loan agreements, offer letters, and other templated documents
/ IAM for ACP users to grant the right permission levels abiding by the lender's security policies

> axeRetail Lending solution can be seamlessly integrated with other ACP modules or implemented as a standalone solution. Thanks to its robust set of APIs, axeRetail Lending benefits can also be extended safely to any stakeholder in the credit value chain such as collateral valuators, debt collectors, loan servicers, architects, and lawyers.

ABOUT A SUCCESSFUL GO LIVE OF CREDIT CARD LOANS

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OVERALL, WE ARE VERY HAPPY WITH ACP. IT ALLOWED CRYSTAL CLEAR EFFICIENCY AND CREDIT RISK MITIGATION GAINS. THE MOST APPRECIATED COMPONENT OF THIS SOLUTION, FOR ME, IS THE BUSINESS RULE ENGINE, A REAL GAME-CHANGER IN TERMS OF UX CONFIGURATION AND FLEXIBILITY.

THANKS TO A FULLY DIGITALIZED CREDIT CARD LOANS PROCESSING THROUGH ACP, THE BANK MAINTAINED ITS GROWTH EVEN DURING THE LOCKDOWN PERIOD AND THE TURNOVER OF THE CREDIT CARDS BUSINESS SEGMENT HAS BEEN SIGNIFICANTLY INCREASED.

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HEAD OF THE TECHNOLOGY DELIVERY SERVICE DEPARTMENT
LEADING RETAIL BANK IN VIETNAM

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Does axeRetail Lending solution cater to your needs?
Reach out to our teams for more info: marketing@axefinance.com

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