

Client

The client is a leading bank and operates in a highly competitive market financing transport and construction vehicles / equipment.

Challenge

The profitability of the client's business is based on two factors, reach and disbursement time. The first one i.e. "Reach" is tackled by appointing Franchisees to source business on behalf of CFIL. The second factor, which is the time to disbursement, is more critical now, since the first one has almost been overcome. The time to disbursement in case of CFIL is higher especially for Non-Direct cases due to time required for CFIL office to receive the loan documents and do a verification based on them. This is so because the Franchisees are situated in far flung locations from where it takes time for the papers to reach the CFIL office.

So we have to develop a system, which will be to reduce the time to delivery of loan disbursement once a case has been sourced by the Franchisee.

Solution

As a strategic end-to-end solution partner, we distribute the whole system in different modules such as: -

- Data Entry/Modification
- Uploads
- Health Check & Error Correction
- Download Approved cases
- Parameter Maintenance
- Purging
- Reports

The data entry module would allow the franchisee to input loan details into the system. The download module then converts these loan details into a handoff file to be sent over e-mail to CFIL. The Credit Officer at CFIL would then be able to upload this handoff file using the upload module. The upload module also does additional validations on the data to be uploaded. The health check module allows CFIL to get a health check done on the loan details that have been uploaded into the system. Any errors found can also be corrected. This module would allow CFIL to either approve or reject the loans based on their profitability. The approved loans can then be downloaded into a handoff file which is then uploaded into the product-processor GILS (Generalized Instalment-based Lending System).