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APEX eCLO

Optimize loan origination with Apex eCLO

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Optimize loan origination.

Apex eCLO

A seamless and comprehensive solution for loan origination, from lead generation to disbursement, will be key to financial institution success as banks focus on digitization across the enterprise. At the heart of the customer offer, lending is a substantial market opportunity. A modern, versatile technology solution for corporate, SME, private and retail lending will allow customer acquisition to keep pace with new product innovation for many years to come.

Apex eCLO introduces advanced automation capabilities to eliminate the friction associated with loan origination and help capture increased market share. Incorporating a consolidated view of applications and exposure, it simplifies customer relationship management and provides a comprehensive, centralized view of organizational risk to enable timely, confident decision-making.

In a highly competitive market, the winners are those providers which can launch and promote new products with the minimum of fuss and technical effort, while remaining compliant with complex regulatory requirements. Apex eCLO is a discrete loan origination platform, which fits easily into the existing payments infrastructure alongside existing loan management and servicing solutions. Its straight-through processing capabilities, integrate identity and fraud management, credit risk and collateral valuation, facilitating the implementation of agile business strategies that maximize loan portfolio performance and reduce total cost of customer acquisition.

Solution overview

eCLO is a comprehensive, versatile and powerful cloud-enabled solution for traditional and Islamic finance. It provides customers with rapid, seamless access to all their loan requirements, including auto, home, personal and education financing. eCLO offers highly flexible configuration for a broad range of loan products, from bank-based lending operations to microfinancing and syndicated loans. From new business promotions to customer approval and onboarding, a seamless loan origination process enhances the customer experience, reduces organizational risk, ensures regulatory compliance, improves the quality of back-office operations and integrates easily with customer-facing digital channels.

eCLO removes friction along the journey from lead to disbursement, helping convert applications into increased market share. With sophisticated rules-based workflows designed for speed and accuracy, its advanced automation enhances both simple and complex processes relating to loan origination. At the same time, it effectively protects organizations against the ever-present threat of loan fraud and enables informed lending decisions to manage business risk. Key capabilities encompass:

- Multi-channel lead generation promotions and campaigns
- Data and document collection based on internal credit policies
- Integrated management of entities and related parties
- Automated management of covenants and guarantees
- Customer ID verification and KYC, AML, PEP and Sanctions
- Internal and third-party credit scoring, eligibility calculation and decisioning
- Automated approval matrix based on amount, rating, collateral coverage and policy exceptions, in addition to rule-based delegations
- Built-in Risk Adjusted Return on capital measurement
- Dynamic offers and real-time personalized promotions, including tailored, time-limited workflows to support varied product types and lending limit ranges
- Automated document generation and e-signing
- Outcome notification, terms and conditions, digital signature
- Full audit trail of decisioning and user actions showing the sequential history record

- TAT performance indicator
- Integration with core banking system to achieve centralized view of customer relationship
- Comprehensive overview of Bank's Concentration Limit to ensure regulatory compliance
- Interactive, customizable dashboard with intuitive data visualization for real-time 360° reporting and insights

Key solution benefits

- Modern, highly automated solution from an established payments solutions provider is a long-term investment in the business requirements of today and the opportunities of tomorrow
- Implemented and supported by locally based experts, combining exceptional regional knowledge with deep technology capabilities and large-scale implementation and service experience across rapidly expanding digital ecosystems
- Reduces time-to-market and cost per acquisition for new customer value propositions across consumer and commercial lending, traditional and Islamic finance, secured and unsecured loans, revolving credit, microfinancing and crowdfunding
- Consistent, intuitive customer experience and real-time, transparent, centralized application tracking, are ideally suited for digital lending interactions, producing a faster 'time to Yes' for customers
- Supports better informed decision-making with consolidation of monitoring and risk assessment criteria, as well as pre-integration with KYC, third-party credit bureaux, valuations and fraud systems
- Sharia-compliant solution, capable of handling Islamic products including Ijarah, Murabaha and Tawarruq
- High performance database and core processing engine reduce total cost of ownership and continue to drive savings, year after year
- Cloud-enabled, extensible platform is the ideal foundation for a long-term investment in loan portfolio growth and profitability
- Easy integration with existing loan management and servicing systems, for example collateral management and collections
- Flexible business model allows eCLO to be installed on-premises or made available as a SaaS solution, from a secure local data center.
- Single-platform allowing orchestration of origination workflow across all retail and commercial lending products and platforms provides flexibility in deploying admin and lending specialists
- Decreasing dependency on brokers and agents for customer servicing reduces operating costs.

Why Choose eMcREY for Loan Origination?

The loan origination process can be challenging, increasing costs and impacting productivity in an environment where corporate and retail customers expect fast decisions. eMcREY has provided major banks and fintechs in the Middle East region solutions which are designed to provide agile support for new market opportunities, tailored to local requirements.

Bringing deep expertise across the entire payments lifecycle, eMcREY combes extensive implementation experience, exceptional regional knowledge and hands-on operational experience. Like all our payments solutions, Apex eCLO is optimized for the always-on, increasingly complex digital environment and integrates seamlessly with loan management and servicing solutions and other existing systems. Supporting complex workflows and scorecards at a product level, it takes advantage of modern technologies and deploys them to reduce friction, enhance productivity and enable progress.

eMcREY's dedicated consultants, subject matter experts, engineers and data scientists bring detailed business and technical understanding, along with an unparalleled focus on customer success and an enviable track record in delivering enterprise solutions that meet or exceed expectations, whatever the size or specific nature of an organization's lending operations.

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Functional overview

Corporate Loan Origination

Sales Origination

- Multi Channel lead generation (Mobile, Web, Branch)
- Opportunity and Deal Facility Capture
- RM Management
- Data Capture and Document Collection
- Credit Application Preparation
- Supervisor Review

Risk Review

- Credit Proposal
- Risk Evaluation
- Collateral Evaluation
- Credit Rating
- Financial Statements
- Field Investigation

Committee Review

- Committee Selection
- Committee Review & Approval
- Minutes of Meeting

Documentation & Validation

- Committee Minutes of Meeting
- Legal, Due Diligence, Terms & Conditions
- Reports
- Application - approval validation

Communication & Handoff

- Communication to customer (SMS, Email)
- Document Collection
- Limit Creation
- Loan Disbursal/ Handoff to LMS

Retail Loan Origination

Application Entry

- Multi Channel lead generation
- Maker Checker supported
- Easily import customer data through integration
- Loan Simulator
- Auto generated documents, application forms and reports

Risk Review

- Dedupe and Negative Checking
- Application Scoring
- Field Investigation
- KYC & AML checks

Underwriting & Approval

- Scoring results
- Product program eligibility and deviations
- Specify strengths and risks and mitigants
- Custom approval conditions & recommendations
- Approve if within approval authority or proceed to the eligible approver

Validation

- Generate loan schedule
- Return application for decision review or proceed
- Verify documentation and approval notes

Communication & Handoff

- Communicate to the customer via preferred method
- Obtain & scan signatures for legal documents and contracts
- Perform final validations
- Disburse or handoff to LMS

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Technical highlights

- Maximise efficiency with online, continuous real-time processing of applications through a centralized data hub designed for productivity and accuracy
- Advanced level of automation using highly configurable rules-based or AI/ML-powered scoring engine streamlines simple and complex decisions during the credit approval process and links to automated document generation
- Create and apply tailored business rules to reflect credit policies and track associated conditions and covenants
- Workflow-driven activation for 'one touch' onboarding in line with pre-funding policy checking and compliance validation
- AI-powered OCR engine provides intelligent document processing with structured and unstructured text extraction, multi-language and handwriting recognition
- Easily add new corporate and retail offerings from product and collateral libraries and application templates for faster application to approval turnaround
- Integrated RAROC engine complies with BASEL requirements
- Sophisticated fraud management functionality protects against the increasing incidence of loan fraud
- Digitized, auto-generated credit file eliminates paper and provides a single CRM view of the customer for insight on products held and customer standing
- Full integration layer provides seamless connectivity to customer digital channels, mid- and back-office, third-party data sources such as Moody's, Wathiq and Simah, as well as other bank systems including existing loan management and servicing systems, General Ledger, customer data master (CDM) system and regulatory reporting
- Open platform with rich APIs and integration options supports internal and external data connectivity, re-use of data and the construction of customer portals, as well as out-of-the-box integrations with SAP, Salesforce, Oracle and Microsoft
- Drag-and-drop functionality accelerates the creation of complex interfaces, reducing the time spent on manual coding and empowering users to build and update UIs.
- Group exposure functionality enables the linking of financially affiliated entities to facilitate comprehensive risk tracking and credit control across borrower networks.

The lending market is constantly expanding, with new products and services designed to accommodate the needs of the modern corporate client or consumer. As a result, loan providers need a comprehensive and future-focused enterprise lending solution that marries proven, cloud-enabled technology with flexible support for product innovation and a seamless customer experience. Apex eCLO is an origination platform supporting everything from simple deposits to complex commercial lending. Designed to underpin business growth and profitability for organizations wanting to embrace the pace of change, it increasing increases the agility of loan origination while carefully managing regulatory pressures and business risk.

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eMcREY: Your Trusted Payments Partner

eMcREY has great expertise in the design and implementation of world-class payments infrastructure. Our solutions extend across the entire payments landscape and help our clients create a world-leading payments environment. Our Apex suite of proven payments solutions is created with the customer in mind and informed by our deep experience of working with leading financial services companies. Since 2005, eMcREY has helped clients in the financial services, government, energy and transit sectors use technology to enable seamless, fast and secure interactions. We combine our product portfolio with world-class capabilities from digital payments partners.

eMcREY solutions encompass Capital Markets and Financial Market Infrastructure; DLT, Virtual Assets and CBDC; Card Management and EFT Switching; Mobile Payments, Tokenization and Payments Vehicles Issuance; Merchant Acquiring, Fraud, AML and Risk Management; Settlement, Reconciliation and Dispute Management; Non-card Payments, Open Banking and BaaS; Transit Automation (eGovernment), Middleware and Integration.

With its headquarters in Saudi Arabia, offices in Qatar, UAE, Canada, Cyprus, Egypt and Lebanon and a team of 500+ technical specialists implementing complex solutions for a wide range of clients, eMcREY is a strategic partner of FIS; a Mastercard Platinum Partner Digital Vendor, Visa Certified Technology Vendor and Visa Ready Partner, IBM Enterprise Partner, TokenID Distributor and Implementation Partner and Oracle Partner.

Global Reach. Local Knowledge.

Serving customers in more than 10 countries world-wide.

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