

TurnKey Lender Enterprise for Banks

A Lending Platform Built for Large-Scale Organizations

A bank's brand is no longer sufficient to attract new customers. Alternative lenders' experimentation with digital platforms has caused consumers to come to expect well-designed interfaces and immediate fund disbursement from their financial institutions. Borrowers expect working with their lender to be as easy as ordering an Uber.

The process at traditional financial institutions, however, is mired in lengthy approval procedures, uncompetitive interest rates, tedious paperwork, and legacy interfaces. When these issues are solved with the intelligent automation that TurnKey Lender provides, financial institutions can regain competitiveness with alternative lenders.

Solution overview

TurnKey Lender Enterprise for Banks can automate the entire lending process for any financial organization. The platform consists of modules that are fully autonomous; they can be used independently of each other to address the specific needs of a business.

TurnKey Lender's work with enterprises such as HSBC, Citi, Boeing, LG, and Bank of America informed how the software was built. The system focuses on credit decisioning and loan origination, because these are the portions of a loan's life cycle that banks struggle with the most.

The default options in TurnKey Lender Enterprise for Banks include:



AI-driven credit decisioning



Loan origination automation



Loan servicing automation



Loan collection automation

Solution details

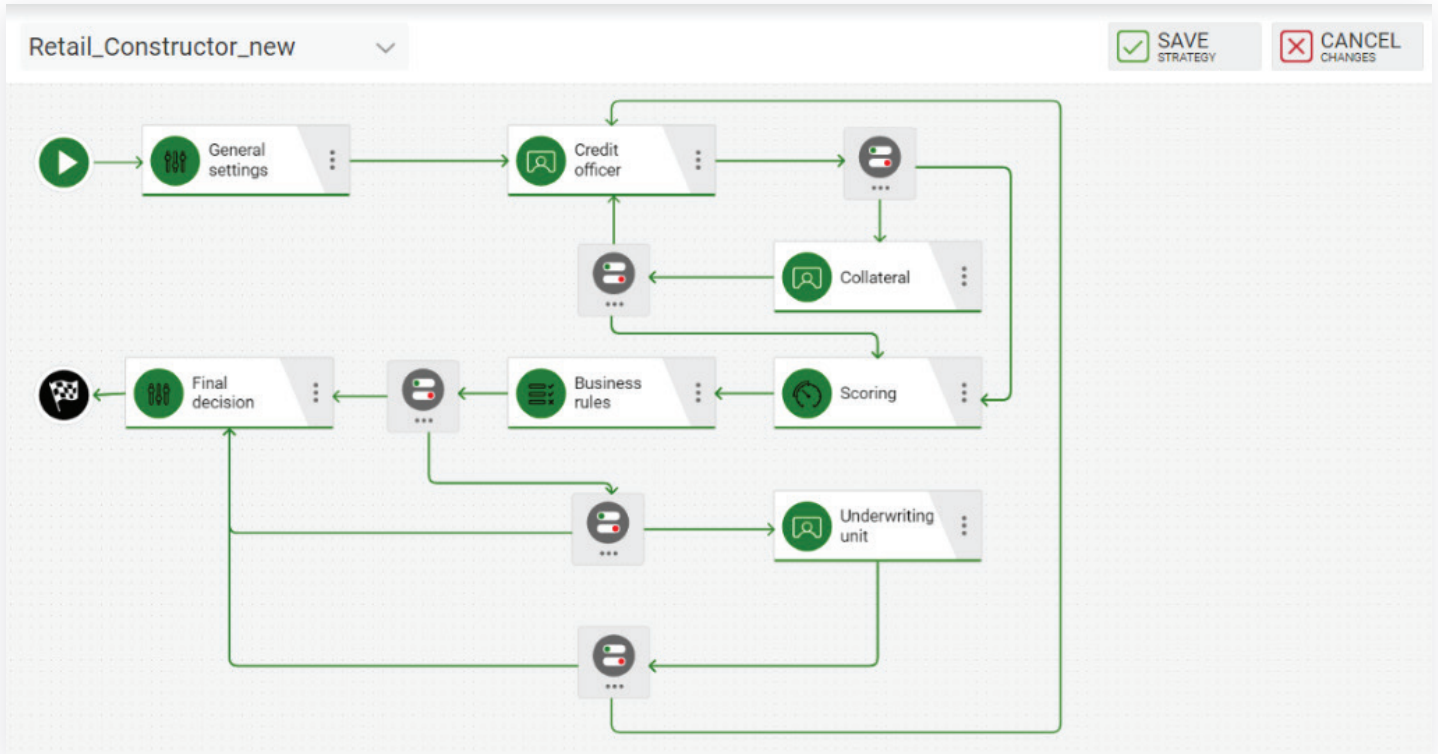
The platform was built to ensure flexibility, scalability, security, customizability, and ease of integration.

Flexibility

Banks need to continuously adjust business flows based on market changes and regulatory updates. Few solutions on the market, though, can automate portions or the entirety of the lending process for large-scale organizations. All solutions require extensive source code editing in order to alter business logic, and editing the source code of a lending platform is a laborious undertaking. Changing one element requires dozens of codependent system elements to be fixed. With most automation systems, this leads to constant maintenance work on the backend and ongoing expenses for business analysis and software development.

By contrast, TurnKey Lender's Business Logic Builder enables the full customization of a system's business flows from a single interface (see Figure 1). No matter how complex an organization's business logic is, it can be built within the simple drag-and-drop interface. Any changes to the structure automatically apply to the whole system, without the need to write a line of code.





EDIT BUSINESS RULES

Age checks <input checked="" type="checkbox"/> Age limits max: 65 min: 18	Approved applications <input checked="" type="checkbox"/> More than limit max: 3	Blacklists checks <input checked="" type="checkbox"/> BlackLists <input checked="" type="checkbox"/> Current employer <input checked="" type="checkbox"/> Identity document <input checked="" type="checkbox"/> Second identity document <input checked="" type="checkbox"/> Email <input checked="" type="checkbox"/> First name+Last name+DOB <input checked="" type="checkbox"/> Home phone <input checked="" type="checkbox"/> Mobile phone <input checked="" type="checkbox"/> Personal number	Credit bureau checks <input checked="" type="checkbox"/> Fraud alerts <input checked="" type="checkbox"/> Overdue amount <input checked="" type="checkbox"/> Credit bureau <input checked="" type="checkbox"/> Overdue days max: 5000 max: 30	Phones checks <input checked="" type="checkbox"/> Current employer phone <input checked="" type="checkbox"/> Home phone <input checked="" type="checkbox"/> Mobile phone = Home phone <input checked="" type="checkbox"/> Mobile phone is not unique <input checked="" type="checkbox"/> Mobile phone <input checked="" type="checkbox"/> Previous employer phone <input checked="" type="checkbox"/> List of suspicious numbers <input checked="" type="checkbox"/> Work phone = Home phone <input checked="" type="checkbox"/> Work phone = Mobile phone	Documents checks <input checked="" type="checkbox"/> Identity document <input checked="" type="checkbox"/> Second identity document <input checked="" type="checkbox"/> Documents are not unique
DTI checks <input checked="" type="checkbox"/> DTI limit max, %: 40	Email checks <input checked="" type="checkbox"/> Email is not unique	IPN checks <input checked="" type="checkbox"/> IPN correctness <input checked="" type="checkbox"/> IPN is not unique	LTV checks <input checked="" type="checkbox"/> LTV limit max, %: 70	PTI checks <input checked="" type="checkbox"/> PTI limit max, %: 50	Rejected applications <input checked="" type="checkbox"/> More than limit max: 2 months: 3
Work experience checks <input checked="" type="checkbox"/> Work experience limit min: 1	SIN checks <input checked="" type="checkbox"/> 121 212 121 algorithm <input checked="" type="checkbox"/> Luhn algorithm <input checked="" type="checkbox"/> SIN correctness <input checked="" type="checkbox"/> SIN is not unique <input checked="" type="checkbox"/> Compliance with the province	SSN checks <input checked="" type="checkbox"/> SSN with wrong first digit group <input checked="" type="checkbox"/> SSN correctness <input checked="" type="checkbox"/> SSN is not unique <input checked="" type="checkbox"/> SSN contains zero groups			

Figure 1. Turnkey Leder’s Business Logic Builder



Scalability

By default, the TurnKey Lender for Banks system can process 100+ loan applications at a time. Regardless of the volume of data, TurnKey Lender can be adjusted to meet the needs of the organization.

Hewlett Packard ran a thorough performance test on the TurnKey Lender platform. This is what they stated:

“ The solution is cost-effective and highly efficient. Once deployed, it is operational on day one, and the customer does not need to worry about day-to-day operations such as backups, etc.

TurnKey Lender offers an easy path to use a lending automation platform coupled with a decision-management platform. Overall, the platform presents a flexible configuration choice on a highly scalable and reliable infrastructure.

The full report is available [HERE](#).

Security

The TurnKey Lender information security and management system strictly adheres to ISO 27001:2013 (registration number SG81563E) and 9001:2015 (Quality Management Systems Requirements, registration number SIC.02.040.1709). Platform architecture conforms to NIST and OWASP security guidelines.

TurnKey Lender is accredited by IMDA Singapore, a statutory board in the Singapore government, which signifies that the accredited company is a reliable partner for government and large enterprise clients.



Customizability

After decades of work with enterprise-level lending businesses, Turnkey Lender has developed extensive expertise in neural network software development. TurnKey Lender uses an AI-driven decisioning engine powered by deep neural networks, machine learning algorithms, and a proprietary customizable scorecard. The software is fully customizable according to an organization’s specific needs, helping make the fastest and most accurate credit decisions in the industry (see Figure 2).

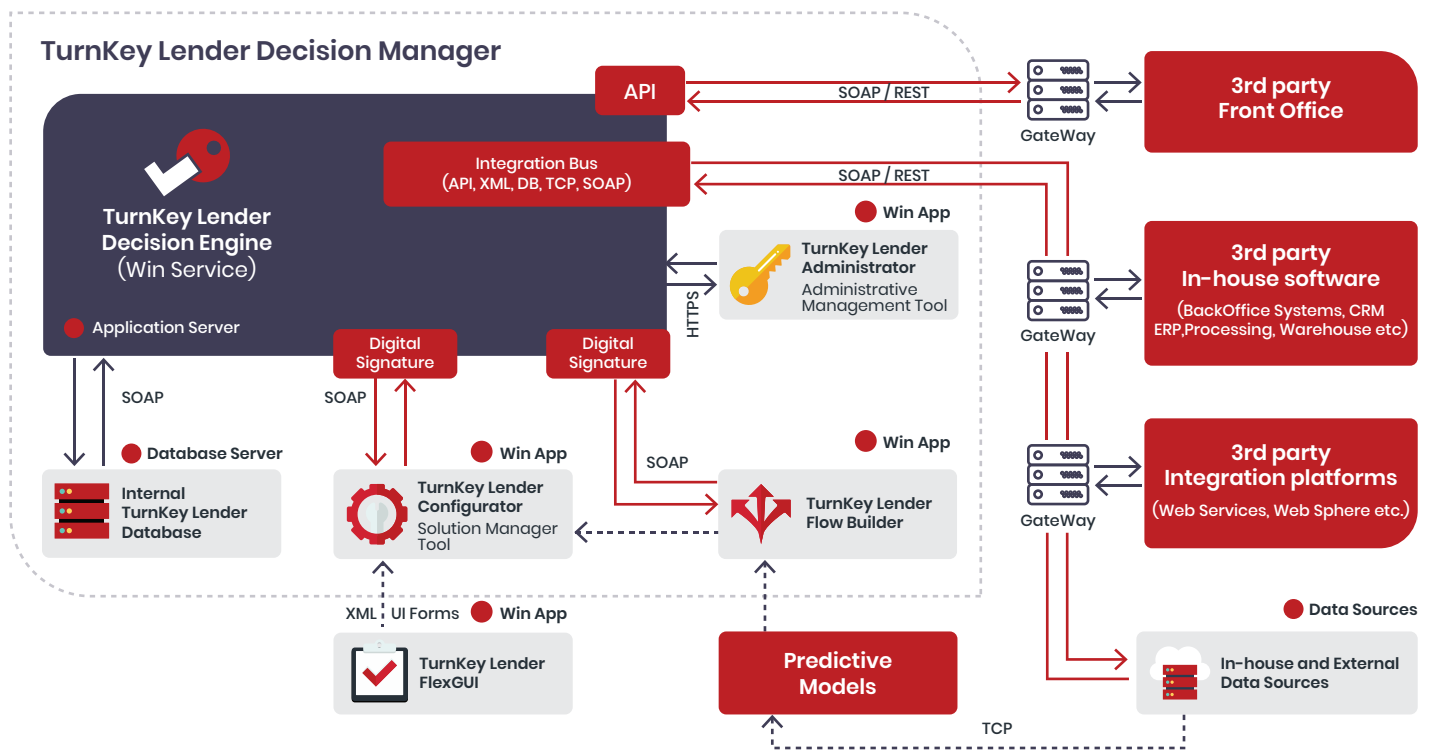


Figure 2. Turnkey Lender Decision Manager



The decisioning engine takes into account the criteria for borrower evaluation set in the scorecard. The application analysis takes seconds and provides the risk manager with a single metric needed to make a loan decision (see Figure 3).

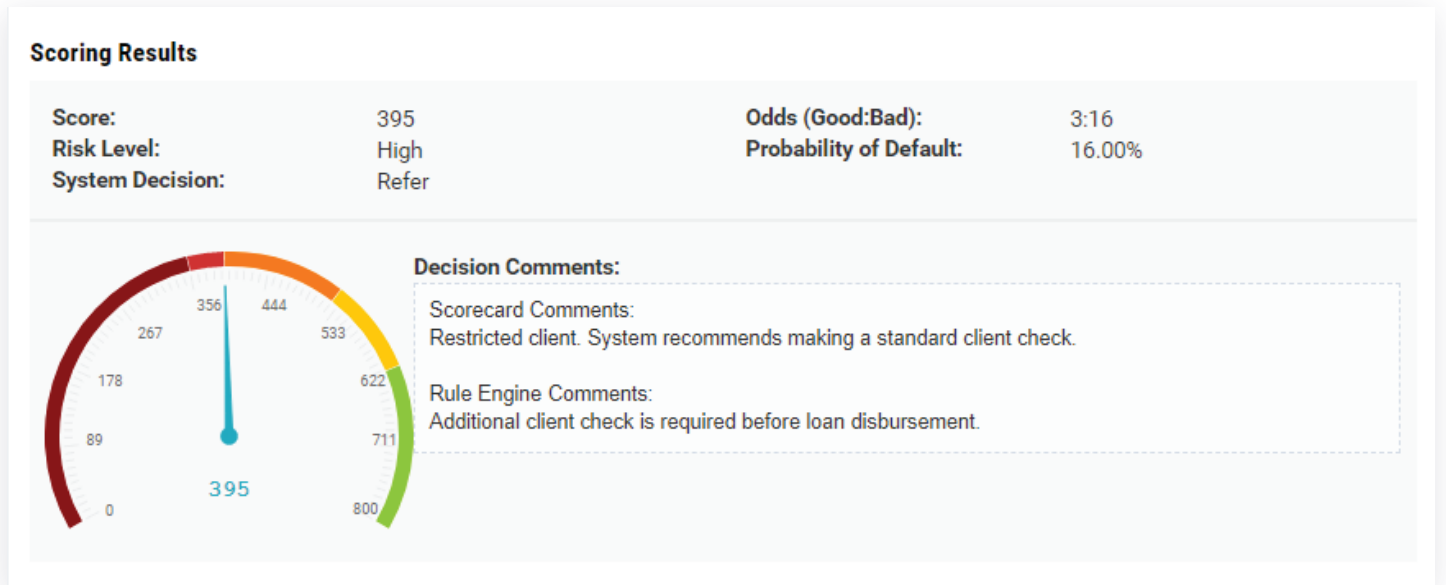


Figure 3. Turnkey Lender decisioning engine results

If an organization decides to investigate an applicant, they can do so in a dedicated screen with all the borrower data in one place.

Ease of integration

TurnKey Lender for Banks was designed for organizations that have a core banking system in place but are lacking one or more parts (e.g., intelligent automated loan origination). While the backend architecture of each organization differs, making any integration process complex, TurnKey Lender has extensive experience solving complicated software problems and integrating our modules with banking systems as if they were created for each other.



With TurnKey Lender, there is no need to pay for our end-to-end lending platform if an organization just needs loan decisioning, origination, or servicing. If at any point an organization needs to enhance its existing system with additional functionality from TurnKey Lender, that can be easily accomplished.

Key benefits of TurnKey Lender for Banks



Enables AI-powered loan decisioning and origination



Provides intuitive interfaces for employees and borrowers



Eliminates human error in credit decisioning



Improves customer lifetime value



Increases operational efficiency while cutting costs



Decreases paperwork and streamlines workflows








Case studies

Custom AI-powered credit scoring for a leading APAC bank

A large-scale bank based in Asia came to TurnKey Lender in need of a custom risk management system applied to factoring and invoice financing. Our team created a bespoke credit scoring combination for the evaluation of SMEs' creditworthiness.

To deliver the most accurate, safe system possible, the teams developed sophisticated models powered by both deep neural networks and proven statistical techniques. The solution combined numerous evaluation approaches in the assessment of each borrower. Contributing parameters included:

-  Financials scoring
-  Firmographics
-  Credit bureau evaluations
-  Loan application scoring
-  Bank account statement scoring
(with rules, decision trees, cross checks, and calculations) calculations

The resulting model balances the use of classic and alternative data sources and analysis approaches. The algorithms minimize risks for the lender while helping approve more safe loans faster. This client is going to continue working with TurnKey Lender, and will be adding more functional modules to the system.

Fully automatic loan origination for a tier-1 banking group

A tier-1 international banking group had an extremely outdated credit issuing system that was fully reliant on human labor and paperwork. The system had been built around numerous third-party tools and a basic cloud-sharing system. Due to delayed digitization, the company lacked a clear understanding of their business processes.

The company's main goals were to increase the speed and reduce the cost of issuing loans by using an intelligent loan origination platform. To set up a system that would address all of the company's loan origination challenges, the TurnKey Lender team went on-site to help executives create workflows that satisfied all the stakeholders.

Together, the two teams developed specifications and implemented all the required security and fail-safe measures. In addition to fully revamping and modernizing the banking group's business processes, TurnKey Lender implemented functionality to support several credit lines. The companies are continuing to work together, maintaining and scaling the system TurnKey Lender delivered for the banking group.

TurnKey Lender's accolades

Awards



Customer satisfaction



Testimonials

Patrick McFall
President at Money Managers Co. Ltd.



TurnKey Lender covers a wide scope within the lending activities. Customization has been very important. System up-time has been at 100%. Great software! Great People!

Thrive Refugee Enterprise



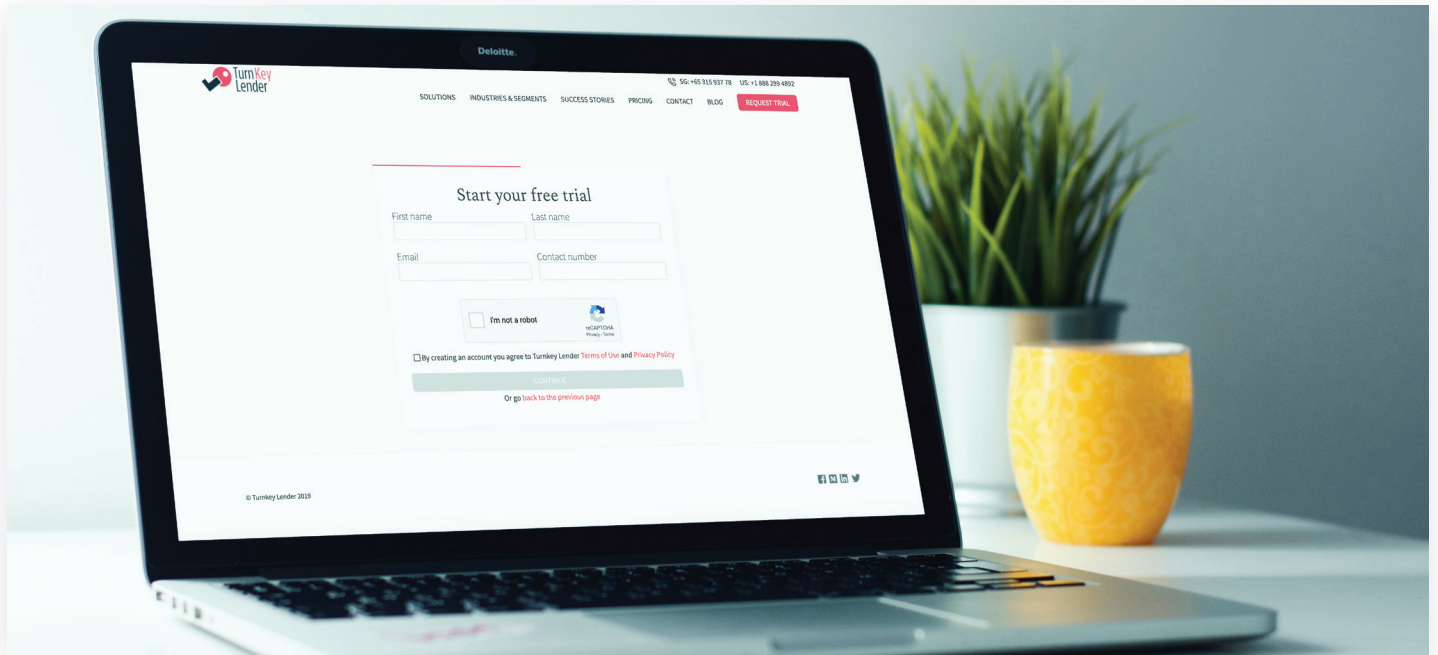
Turnkey Lender eliminated a lot of paperwork in the loan application process and significantly improved upon risk management model used by Thrive Refugee Enterprise, and also streamlined and automated loan application processing. Turnkey Lender added integration with external services and databases and set up a comprehensive reporting toolset.

eny Finance AG



eny Finance is fully satisfied with the TurnKey Lender solution and its reliable team. I'm happy to recommend TurnKey Lender lending solution and services. Turnkey Lender significantly improved upon risk management model used by enyFinance, and also streamlined and automated loan application processing. Turnkey Lender added integration with external services and database, and set up a comprehensive reporting toolset for portfolio monitoring.

For details on what's included in each plan do contact TurnKey Lender team at:



Reach out for a free trial

or get in touch directly at:  sales@turnkey-lender.com



USA

TurnKey Lender Inc.
901 S MoPac Expressway,
Building 1, Suite #310
Austin, TX 78746 USA
+1 888 509 0280

Singapore

TurnKey Lender Pte. Ltd.
SBF Centre,
160 Robinson Rd., #18-08,
Singapore 068914
+65 315 937 78

Malaysia

TurnKey Lender Inc.
Avenue 1, Komune - Level 8,
Vertical Corporate Tower B,
Bangsar South City, No.8
Kuala Lumpur 59200

