

Zoot's *zOriginateSM loan origination solution* is a complete application that provides financial institutions effective and efficient ways to grow their lending portfolios.

Catalyze Lending by Increasing Efficiency

Many financial institutions (FIs) need to improve their loan origination processes because revenues are not covering costs. For some, the ability to implement new credit risk and revenue-generation business strategies is inhibited by outdated or siloed technology. For others, the limitation is inefficient transition between manual and automated processes, which leads to more staff, more time, and more costs to originate loans.

Costs further increase with systems that do not allow business analysts to make changes without programmer involvement. This dependency also decreases market responsiveness and customer satisfaction. In effect, the effort to conserve money by not upgrading solutions is costing FIs opportunities. Zoot's *zOriginateSM loan origination solution* (LOS) addresses all of these concerns.

Efficient Automation

Through Zoot's automated LOS, revenue can be accelerated because more applications can be processed with less staff.

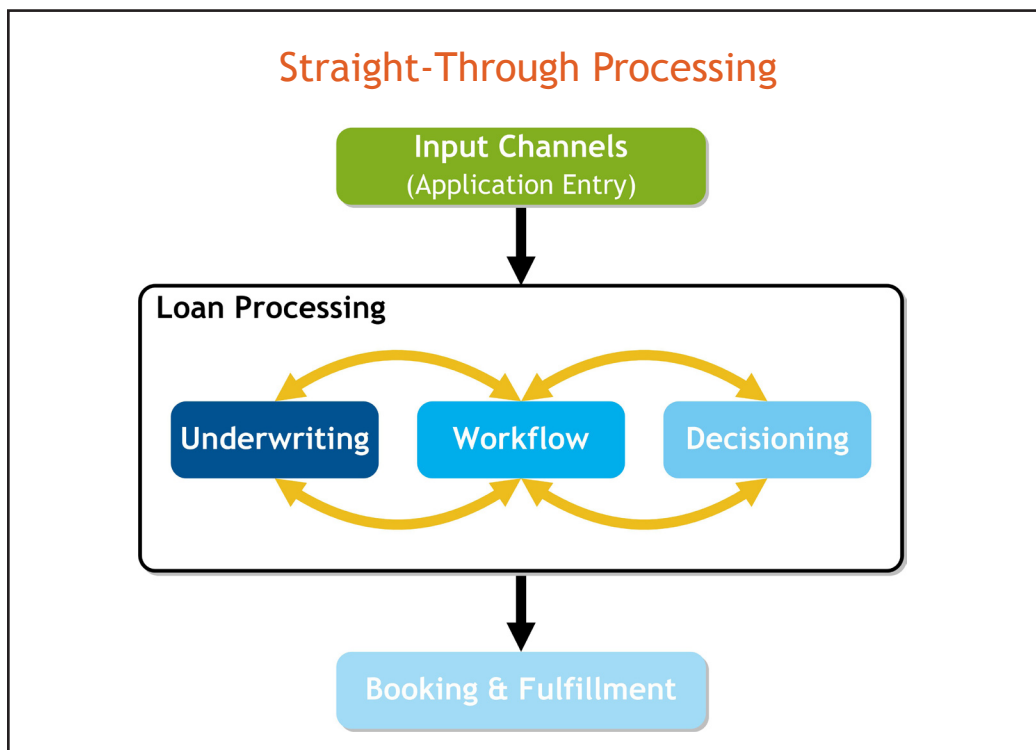
Business users can submit loan applications, view decisions, integrate manual review and underwriting functions, and send loans to realtime account booking without ever re-entering data. Managerial features include realtime reporting, application tracking, and fraud and duplicate application checks.

If an application needs manual review, it is automatically routed to the appropriate queue (overdue, incomplete, etc.), and then seamlessly returns to where it left the automated process rather than going back to the beginning. The

economy of Zoot's straight-through processing decreases the overall cost and time to originate a loan as well as reduces the opportunity for errors, discrepancies, delays, or fraud.

Least-Cost Routing

Further immediate savings can be gained through automated process optimization that allows users to prioritize data pulls, ensuring only necessary data is used. For example, applications that do not meet basic age or citizenship requirements can be declined prior to pulling high-cost data such as a bureau credit file. This efficiency reduces the cost to book an account.





Integrated Tools with Realtime Responsiveness

Zoot's *zOriginate* offers tools to optimize and configure the solution to best meet unique business objectives. Through an intuitive interface, business users can create and modify both application and web screens to ensure their processes efficiently put all relevant data on one screen, which reduces the time to complete each application. Through a business rules developer, they can manage business rules, workflow, and vendor integration. Combined, the tools and services supporting *zOriginate* provide business users with flexibility and control to make the changes they need, when they need them.

Multiple Channels

Customers can be presented specific, consistent product offers when they are most likely to buy through the channel of their choice because *zOriginate* can support any data format and any input channel. An offers repository increases a holistic view of the customer by storing offers made to each individual and aggregating data from all lines of business (LOBs).

Manage Vendor Connections

Zoot's *zOriginate* can provide access to dozens of data and service vendors, including solutions for fraud and valuation.

This single automated connection eliminates the challenge and costs of connecting to and managing each vendor connection individually while allowing FIs to leverage the benefits of Zoot's secure and resilient SaaS environment.

By including alternative data vendors, FIs have the opportunity to supplement bureau data and develop risk scores to profitably underwrite a loan for thin file or no file

customers. The ability to reach the growing population of the underserved while maintaining credit policy is rapidly becoming a competitive edge.

Tailored SaaS to Meet Your Needs

FIs that are saddled with outdated and siloed systems lack the flexibility to maintain a consistent, positive customer experience and have high maintenance costs for each LOB. Zoot's software as a service (SaaS) model allows *zOriginate* to overcome these problems by sharing information across the enterprise and building on top of legacy systems.

For the Zoot client, this means it is less costly to use or maintain the loan origination system, even across LOBs while maintaining independent risk policy and processes. More significantly, by consolidating customer information from multiple LOBs and channels in a centralized database, a better understanding of each customer's needs and behaviors is possible.

Reliable Security

zOriginate is fully secure in Zoot's world-class hosted environment with premier uptime and rapid processing. This allows clients to gain the best of both worlds: redundant infrastructure with business user control and flexibility.

Success Story

One top-ten FI whose growth had been primarily through acquisitions had over a dozen separate loan origination systems and an unacceptable cost to book loans. To continue its growth, it needed to simplify channel management, increase cross-selling, and reduce costs. Zoot's *zOriginateSM loan origination solution* made it possible to integrate all lines of business (LOBs) and establish credit policy at an enterprise level. One LOB saved over \$1 million and reduced operations staff by more than a dozen. Another division increased volume 600 percent without additional staff and reduced time to decision most applications from two weeks to less than one minute.

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To find out how you can have a more efficient automated origination process tailored to enable your business strategies, reduce costs, and manage risk, call Zoot at 406.556.7555 or visit www.zootweb.com.