

# Oracle Financial Services Lending and Leasing On Cloud for Subprime Lending



Subprime auto lending in the US is at an all-time high with about one-fifth of the auto loan originations observed as subprime. Lenders, in such a market scenario, need to be all the more prepared. Oracle Financial Services Lending and Leasing Cloud Service is an easy-to-use, secure, purpose built solution to help lenders cater to the growing opportunities and associated risks. Paying only for the services and volume consumed lenders save cost and time of investing and maintaining expensive IT infrastructure.

Oracle's highly elastic, simple and, secure Cloud platform, Oracle Financial Services Lending and Leasing Cloud Service enables lending institutions to address complex and dynamic regulatory and compliance requirements including data residency and allows for quick and cost-effective roll out of core business services. Lenders can rapidly scale their IT and business operations proportionate to their business growth. Oracle Financial Services Lending and Leasing solution focuses on providing a superior experience to the customer, the dealer and the auto lender through its comprehensive and unified solution. It offers unparalleled functional coverage as well as the ability to leverage enterprise data to help make the right product offers and finance decisions. It enables the business with predefined processes and a world-class framework to support all risk and compliance needs. Increases productivity with automated processes and transactions.

## Enable and End to End Lending System

By mapping concepts to best-practice workflows, Oracle Financial Services Lending and Leasing creates an end-to-end solution—built on proven, highly configurable processes—for the complete auto lending lifecycle. Global best practices optimize the customer experience and improve efficiency to help organizations grow their auto lending and leasing business. A robust business rules engine enables users to define rules for their unique business processes, optimizing workflow management and automation.

## Engage All Stakeholders on a Single Platform

Oracle Financial Oracle Financial Services Lending and Leasing solution addresses the needs of all constituents of the auto lending and leasing lifecycle, including the customer, the dealer, the organization staff and the management. In doing so it comprehensively empowers the auto lenders to

### Key benefits

- Support loan, rental, and leasing options
- Improve customer experience with end-to-end capabilities on a single platform
- Drive business growth with quick and easy launch of new products
- Deepen customer relationships by enabling employees to make timely decisions
- Enable comprehensive data capture for risk management and compliance

transform their business. It delivers enhanced user experience through solution enablement across channels, providing a single stop lifecycle processing, quick credit scoring and decision making along with scenario analysis. It empowers and encourages the dealers to sell more through wholesale floor planning, flexible commissions, subvention and an efficient bad debt management. It improves productivity of the staff by its superior operational control, ease of product modification and consistent real-time customer data across all access points. It keeps the management team informed through personalized views of the business, dedicated dashboards for management insight and provides an efficient risk and compliance management.

### **Enhanced End User Experience**

Oracle Financial Services Lending and Leasing Origination allows financial institutions to accept, process and decision credit applications in a paperless mode, with a single data entry process. The credit guidelines can be set up in a customized way in the system to ensure compliance. The credit decisions can be made automatically or manually. As part of the origination process, Oracle Financial Services Lending and Leasing provides the lending institution the ability to configure and change the workflow and add pricing strategies, user responsibilities and administrative override parameters.

### **Robust Servicing**

Oracle Financial Services Lending and Leasing Servicing allows the auto financier Oracle Financial Services Lending and Leasing Servicing allows the auto financier to manage all customer information in a centralized location to assure data integrity and to simplify the customer service and management processes. A unified customer record with a common customer relationship view across all financial products ensures that the entire relationship is always visible, allowing the institution to provide better customer service, resolve queries and improve service personnel productivity.

### **Improve Delinquency Management**

Oracle Financial Oracle Financial Services Lending and Leasing provides comprehensive functionality to support specialized collection-related activities, including tracking all occurrences and related histories associated with bankruptcies, repossessions, foreclosures and deficiency (bad debt) management

### **State of the Art Technology**

Oracle Financial Services Lending and Leasing has a state of the art, n-tier, service oriented architecture (SOA) with a browser-based user interface, a back-end relational database, and a middle tier of business components. In addition, it brings together a robust technology platform and extensive experience in the financial services industry to provide your business with predefined processes that represent industry leading practices.

#### **Key features**

- Quick deployment time lines
- Highly scalable and available
- Risk-based pricing
- Reduced upgrade risk and downtime
- Lowered risk with increased security and regulatory compliance
- Reduced and predictable IT costs
- SaaS delivery model including Oracle technology
- Configurable scoring model, workflow and queue management
- Multi-channel origination
- 360-degree customer view
- Behavioral scoring
- Self-service options
- Industry standard integrations

## Secure and Enhanced Data Movement

The cloud service supports seamless data file integration, optimizing performance and enhancing data retrieval response times. It also provides secure and high performance tools to move data back and forth between the Oracle Cloud and the customers' on premise environments both in batch and real time mode.

## Comprehensive Deployment Architecture

Oracle Financial Services Lending and Leasing Cloud Service, provides customers with a cloud environment that includes multiple instances for configuration, testing, production and disaster recovery. A high availability environment it minimizes the risk to business due to system downtime.

## Lending and Leasing Cloud Service

Oracle Financial An end-to-end consumer and SME lending platform Oracle Financial Services Lending and Leasing cloud service covers multi-channel origination, configurable workflow and queue management and scoring models, auto decisioning, improved vendor management, work order processing , follow up and invoicing, flexible and configurable fee rule definitions, support for third party interfaces and scenario analysis. Lenders benefit from improved customer service, integrated partner channels and reduced time to market.

## Conclusion

Oracle Financial As the move to subscription services gathers momentum, markets inevitably become more competitive and no matter how creative and innovative the business is, financial institutions can find themselves held back by legacy Lending and Leasing systems; traditional on premise systems are typically too expensive or not agile enough to handle the demands of a dynamic business. Oracle Financial Services Lending and Leasing Cloud Service can turn Lending and Leasing systems from being barriers to innovation to enablers of a successful business.

---

## Connect with us

Call **+1.800.ORACLE1** or visit **oracle.com**. Outside North America, find your local office at: **oracle.com/OFSLL**.

 [blogs.oracle.com/financialservices](https://blogs.oracle.com/financialservices)

 [facebook.com/oracle](https://facebook.com/oracle)

 [twitter.com/oraclefs](https://twitter.com/oraclefs)

---

Copyright © 2020, Oracle and/or its affiliates. All rights reserved. This document is provided for information purposes only, and the contents hereof are subject to change without notice. This document is not warranted to be error-free, nor subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document, and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

This device has not been authorized as required by the rules of the Federal Communications Commission. This device is not, and may not be, offered for sale or lease, or sold or leased, until authorization is obtained.

Oracle and Java are registered trademarks of Oracle and/or its affiliates. Other names may be trademarks of their respective owners.

Intel and Intel Xeon are trademarks or registered trademarks of Intel Corporation. All SPARC trademarks are used under license and are trademarks or registered trademarks of SPARC International, Inc. AMD, Opteron, the AMD logo, and the AMD Opteron logo are trademarks or registered trademarks of Advanced Micro Devices. UNIX is a registered trademark of The Open Group. 0120

Disclaimer: This document is for informational purposes. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, timing, and pricing of any features or functionality described in this document may change and remains at the sole discretion of Oracle Corporation.