

Oracle Financial Services Lending and Leasing on Cloud for Sub Prime Auto Lending and Leasing

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.

INCREASE FOCUS ON CORE FUNCTIONS

Built on 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.

ENABLE AN END-TO-END AUTO LENDING AND LEASING SYSTEM

By mapping concepts to workflows, Oracle Financial Services Lending and Leasing creates an end-to-end solution—built on proven, configurable processes—for the complete auto lending/leasing lifecycle including origination, servicing, collections and asset management. Predefined finance processes reflect global best practices that optimize the customer experience and grow your auto lending and leasing business. A robust business rules engine can define rules for each business process adhering to the institution's internal practices and policies, which improves workflow management and increases automation.

ADDRESS THE NEEDS OF ALL STAKEHOLDERS IN THE AUTO LENDING AND LEASING LIFECYCLE

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 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

Key Benefits

- Adapt quickly to changing business and regulatory environments
- Enhance customer service
- Maximize customer lifetime value
- Improve revenue generation
- Lower total cost of ownership
- Pricing based on company credit policies
- Quick conversion from lead to an application user
- Seamless transition across channels
- Compatibility with credit bureau, valuation guides and credit card payment interfaces
- Paperless workflow with dynamic work queues that can be tracked, analyzed, and audited
- Comprehensive relationship view across all financial products for cross selling and up-selling along with tailored advice

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 USER EXPERIENCE THROUGH A RICH WORKFLOW-BASED ORIGINATION

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 TO IMPROVE CUSTOMER SERVICE AND PERSONNEL PRODUCTIVITY

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.

COMPREHENSIVE COLLECTION TO MANAGE DELINQUENCY AND IMPROVE PRODUCTIVITY

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 TO BE 'EFFICIENT BY DESIGN'

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.

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.

Key features

- Quick deployment time lines
- Highly scalable, available and extensible
- 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

AND LEASING CLOUD SERVICE

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.

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CONCLUSION

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.

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