

# Meaningful financial experiences and deeper engagement

## Who we are

Q2 is a financial experience company dedicated to helping financial institutions and other financial services providers become lifelong partners to their account holders and customers.

To make this happen, we offer comprehensive solution sets for consumer and commercial banking, lending, security, onboarding, and more.



**Q2**

## Why Q2?

For Q2's customers, everything has changed. Digital banking isn't just another channel—it *is* banking—and technology touches every facet of financial institutions' business. It's time for banks and credit unions to transform their technology and their account holder relationships to fit a new set of expectations and opportunities. Our growing partnership with Salesforce is a powerful part of this transformation.

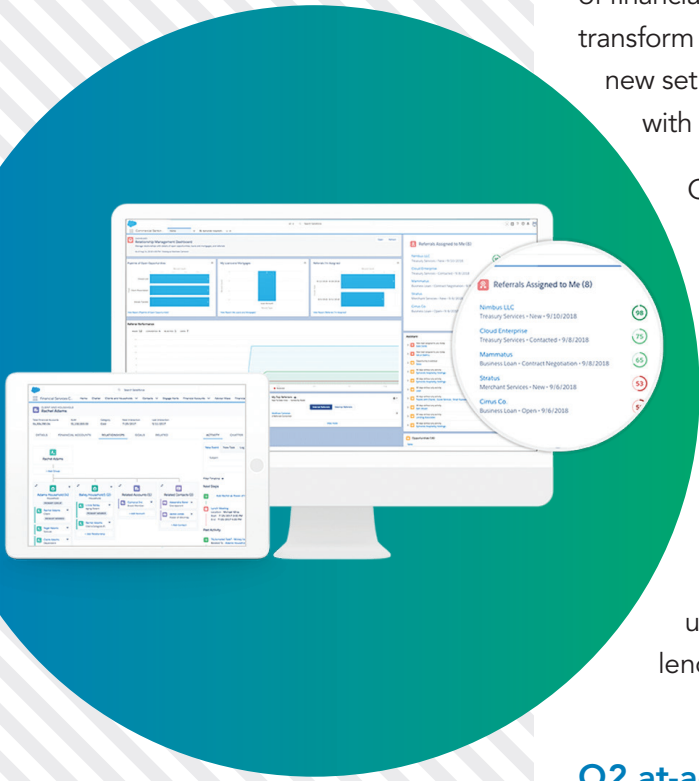
Our solution sets are designed to be comprehensive—replacing or seamlessly integrating previously disparate, disjointed point solutions into a cohesive, secure, and streamlined financial experience.

Q2 Human Digital Experience (Q2 HDX) is an industry-first integration between a digital banking platform and a CRM, setting the stage for deeper relationships and simpler, faster, 360° engagement across both platforms.

Our Salesforce-native lending solutions offer existing users a seamless rollout of scalable, secure, compliant lending and leasing.

## Q2 at-a-glance

- We're growing. **Q2's digital banking platform** supports more than 15M end users—that's 1 in 11 of all U.S. online banking users—and 1/3 of the nation's top 100 banks.
- Our modular, **cloud-based lending solutions** are 100% Salesforce native and offer a scalable, simple, and secure way to originate and service more loans.
- Our **PrecisionLender sales and negotiation solution** saw \$1.9T of loans priced within the platform in 2019 and its users outperformed their peers in margin growth, loan growth rate, and deposit growth rate.
- Our year-over-year ACV to Salesforce increased by more than 70% and we've added two new revenue-share solutions this year.



# Q2's Appexchange Solutions

## Q2 HDX (Human Digital Experience)

Helping bridge the gap between human interaction and digital banking channels, Q2 HDX gives CSRs direct access to customers' online banking. This provides a 360° view of the account holder relationship and lets CSRs quickly and simply troubleshoot customer issues.

## PrecisionLender – Coaching and sales analytics

The world's leading sales and coaching solution for commercial banks, PrecisionLender's digital enterprise coach, Andi®, gives relationship managers valuable, actionable insights for building stronger, more profitable relationships. **Explore our client success stories to learn more: [explore.precisionlender.com/client-success-stories](https://www.precisionlender.com/client-success-stories)**

## Lending and Leasing

Our suite of modular lending and leasing solutions make it easy to quickly configure and deploy loans and leases to fit market demands and borrower/lessee needs.

**CL Loan** - This integrated end-to-end lending platform simplifies borrower experiences, accelerates loan processing, increases application volumes and reduces operational inefficiencies through automation and configuration.

**CL Lease** - Our cloud-based lease servicing platform enables lessors to efficiently manage asset financing throughout the entire life cycle of the equipment.

**CL Originate** - This cloud-based origination and underwriting platform converts applications into contracts for servicing. It's a cost-effective and agile way to manage loans, lines of credit and other financing arrangements.

**CL Collections** - Our advanced collections solution enables relationship managers to define and automate their collections processes. It streamlines customer interactions across channels and reduces technical, operational and servicing costs.

## Our customers

- Banks
- Credit unions
- Alternative finance providers
- Fintech companies
- Captive and independent asset finance companies



**Our Salesforce adoption improved mainly because of PrecisionLender. Relationship managers wanted to understand how profitable their customers were. To do that, they had to be in Salesforce.**

- Andy Max  
First National Bank of Omaha



## Recommend Q2's Solutions to:

### **Deliver premium customer service**

HDX helps CSRs resolve service issues more quickly and offers insights into user experiences that create deeper, richer customer relationships. **Explore Q2 HDX:** [www.q2.com/product/hdx](http://www.q2.com/product/hdx).

### **Make commercial lending relationships more profitable**

Give commercial relationship managers loan negotiation, pricing, and structuring advice in real-time, helping them quickly win better deals and build stronger relationships. **Explore PrecisionLender:** [www.q2.com/product/precisionlender](http://www.q2.com/product/precisionlender).

### **Streamline lending processes**

Plug efficient, cloud-based tools for origination, collections, and more into existing lending processes—or replace them completely with the entire CL suite of solutions. **Explore Q2 Cloud Lending:** [www.q2.com/product/cloud-lending](http://www.q2.com/product/cloud-lending).

## The powerful combination of Q2 and Salesforce enables financial services providers to:

- make bigger, more profitable deals;
- better understand and support customer needs;
- increase efficiency and scale without adding risk;
- and build stronger client relationships.

These benefits drive deeper engagement in FSC and helps us deliver bigger, faster, and safer services to our customers in the financial services sector.

To learn more, please contact Rich Landry at [Richard.Landry@Q2.com](mailto:Richard.Landry@Q2.com)