

Win small business loans with a convenient out-of-the-box solution

Q2's Integrated Lending for SMBs

As 2020 pointed out, digital lending is mission critical for financial institutions (FIs). And small businesses now fully expect a digital banking experience that not only meets their need but has easy and quick functionality. Our lending solution integrates directly into Q2 digital banking, meeting a critical need through engaging UX.

Integrated Lending for SMBs and Q2 SMART, a marketing and targeting solution, can be used together to drive even better results. FIs will be able to provide the right message to the right business at the right time about loans to help them and then guide them to a straight-through, seamless lending application process.

The global pandemic and the U.S. Payroll Protection Program have shown the importance of digital lending in meeting SMBs' urgent borrowing requirements. It's now SMBs' preference when it comes to getting a loan.



Q2 digital lending fully meets their preferences with a complete end-to-end small business origination workflow covering:

- **Application.** OOTB omni-channel digital application intake (online and branch).
- **Underwriting.** Automated underwriting using third-party data and digital collaboration.
- **Approval.** Auto-decision based on credit analysis, eligibility, and satisfaction of due diligence exceptions.
- **Closing.** Closing document generation and electronic signature.
- **Booking.** Integration to core for automated booking (if available) and boarding data for manual booking.

Deposit growth and a means to compete with fintechs


FIs can now accelerate the move from a transactional-based engagement with SMBs to a deeper customer relationship in which cross-sell opportunities will emerge to increase loan growth. Integrating our out-of-the-box lending solution with Q2's digital banking platform streamlines lending processes while bringing easier, faster lending capabilities to an institution. With the value of deposits at historic lows while the internal cost of funds remains significant, a quickly integrated, cost-friendly, automated lending solution can increase lending volume while offsetting margin compression.

Narrowing the technology gap for SMB digital lending, this solution helps lenders compete with fintechs and the largest banks in the market. FIs can use digital lending to fully serve their communities and lessen the encroachment of these competitors.

Straight-through processing, automated due diligence, and instant decisioning

Our out-of-the-box lending solution is a true digital-first lending solution with straight-through, seamless processing and automated due diligence. The application process can begin in-app through Q2's digital banking platform or out-of-app through an FI's website. Loan applications can be completed from fixed navigation within Q2's digital banking platform.

Using Q2 SMART, FIs can target those businesses that are recognized to be receptive to lending offers. Once engaged by a strategically placed ad or communication method, businesses can quickly apply for a loan and receive an approval decision instantly.



Best-of-breed data vendors speed enrollment and bolster security. Socure, FICO SBSS (Liquid Credit), LexisNexis, Experian, Equifax, and TransUnion are pre-integrated.

Other Benefits

Best-of-breed data vendors speed enrollment and bolster security. Providing real-time decisioning you can trust. Integrations to these vendors are out-of-the-box, enabling automated credit risk analysis and KYC/KYB verification and fraud detection.

Self-service anywhere, anytime. Small businesses can apply for a loan through desktops, mobile devices, or tablets.

Supports frontline staff in branches. An FI will be able to assist borrowers using Salesforce CRM. A pre-filled loan application can be launched in Salesforce and submitted for instant processing and decisioning.

Features Summary



BORROWER PORTAL

Borrower-facing loan application portal



DUE DILIGENCE

Customer (individual/business) and collateral evaluation



AGENT PORTAL

Agent-facing application for branch and call center users



COLLABORATION

Borrower/Lender document sharing and collaboration



THIRD-PARTY DATA

Third-party data for credit analysis, KYC, KYB and fraud



ELIGIBILITY

Eligibility knockout rules and rejection criteria



CREDIT ANALYSIS

Business and individual credit scoring and rating



AUTO-DECISION

Automated approval based on credit/due diligence rules



MANUAL REVIEW

Manual review and approval (when required)



E-SIGNATURE

Electronic signature (provided by DocuSign)



CLOSING DOCS

Warranted closing document generation (provided by CSI)



BOOKING

Core integration and boarding data (for manual booking)

For more information, go to [Q2.com](https://www.q2.com) or call (833) 444-3469.