

# Small Business Lending Base Package

## Digital lending to meet small businesses' expectations

Enable small business lending inside digital banking with Q2's Small Business Lending Base Package. Over the last few years, it's become clear that small businesses prefer to borrow from their trusted financial institution (FI) but expect an easy application process and fast credit decisions through digital lending. Q2's small business lending package addresses small businesses' digital expectations and opens more opportunities to banks and credit unions.

What comes with the base package:

- A standard portal experience for borrower and agent
- Automated underwriting, pricing, and decisioning process
- Data integrations including batch with core bank systems
- Manual reviews for loans that don't meet auto-decision criteria
- Intelligent deposit and treasury cross-sell opportunities\*

Take advantage of this opportunity to help small businesses succeed while growing your brand in commercial digital banking.

## Base package includes the following loan product types:

- Unsecured Term (Small Business)
- Unsecured LOC (Small Business)
- Secured Term (Small Business, Non-Real Estate)
- Secured LOC (Small Business, Non-Real Estate)

## Base package includes the following features:

### Application

- Standard Borrower-Facing Small Business Loan Application Portal
- Standard Agent-Facing Small Business Loan Application Portal

## **Underwriting**

- Customer Due Diligence
  - KYC
    - Automated KYC Verification Using Third-Party Data (see integrations below)
    - Secondary Manual KYC Verification Using Documentation
  - KYB
    - Automated KYB Verification Using Third-Party Data (see integrations below)
    - Secondary Manual KYB Verification Using Documentation
- Credit Scoring/Analysis
  - Individual Credit
    - Automated Consumer Credit Report Inquiry (see integrations below)
    - Individual Credit Scorecard (1 Scorecard)
  - Business Credit
    - Automated Business Credit/Risk Inquiry (see integrations below)
    - Business Credit Scorecard (1 Scorecard)
  - Credit Decisioning
    - Auto-Approve
    - Manual Review
    - Auto-Reject
- Collateral Valuation

## **Pricing**

- Fixed, Variable Rate Cards (4 Maximum)
- Indexes (2 Maximum)

## **Approval**

- Auto-Approval
- Manual Approval (Maximum 4 Approval Processes)
- Adverse Action

## **Closing**

- Document Generation (see integrations below)
- Electronic Signature (see integrations below)

## **Booking**

- Boarding Data

## Base package includes the following integrations:

- Consumer Credit (Experian, Equifax, TransUnion – customer will need to establish a direct relationship, if they don't have one already)
- Business Credit (FICO SBSS – customer will need to establish a direct relationship)
- KYC (Socure – Q2 is a reseller)
- KYB (LexisNexis – customer will need to establish a direct relationship)
- Closing Documents (Compliance Systems – licensing is direct between customer and CS, but Q2 can help to establish relationship)
- E-Signature (DocuSign – referral relationship; licensing is direct between customer and CS, but Q2 can help to establish relationship)
- Core Bank System (Batch Integration)

\* Deposit cross-sell requires licensing and installation of the Q2 Business Account Opening solution, and treasury cross-sell requires licensing and installation of the Q2 Treasury Onboarding solution.

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