

# Lender\*VP

## Lender\*VP

### Product Overview

## Lender\*Hub

In a recent ninety day window your network partners received a total of 5,221 applications through the Lender\*Hub worth more than \$152,000,000 in submitted applications. If your credit union is not represented in these totals, then you need to dig into this document to explore the options that exist in the Lender\*Hub today. For those of you that currently use one or more of the Lender\*Hub channels you need to check out this document as well, based on the new investments we have been making this year as we add new partners and new processes.

*Inside you will find information on our current partner integrations, reporting capabilities within CU\*BASE, future integrations and redundancy planning details.*

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## What is Lender\*Hub anyway?

Lender\*Hub is the centralized tool that we use to bring an application into CU\*BASE from an outside trusted partner for your team to work. When you open up your lending factory to the outside business world you dramatically expand the workforce beyond your in-house lending team. Each indirect partner becomes an additional loan interviewer for you. Working around the clock, to help your credit union grow business and serve your members wherever they may be shopping for products or services. With automated decision modeling turned on you can say yes to loans twenty-four hours a day/seven days a week (especially valuable so you don't lose business when you're not open). Put the tools to work for you and your team.

Today we have partner integrations for traditional indirect lending sources such as DealerTrack, RouteOne (to be completed midyear 2011) and MeridianLink. We have integrated with Prime Alliance; the largest web-based mortgage application processing and origination CUSO in the marketplace. If you are looking at the nontraditional lending sources such as medical, motorcycle, RV, boat, landscape, HVAC, generator sales, private school loans, and many more look no further than Retailer Direct which will allow you a custom point-to-point integration with your business partners in the community for twenty-four-seven loan application processing, automated decisioning, email notification of a submitted application, and you can even choose completed loan documents for the retailer to close the loan on the spot for you.

# Lender\*Hub

## Take Advantage

Lender\*Hub is your connection to a new world of lending possibilities. The ILM makes your organization available to thousands of loan applicants while integrating with CU\*BASE core processing, creating an ideal combination of control and flexibility.

*Who are we working with to help your credit union extend its community based lending reach?*

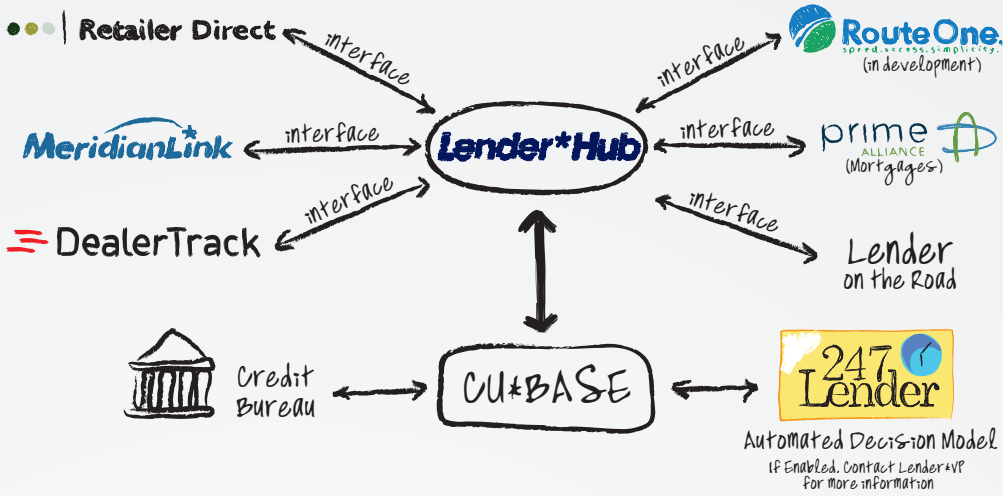
**DealerTrack** is an online credit application network for new and used auto, RV and motorcycle dealers. This tool allows the dealers to connect to you, your rates and automated processing around the clock

**Prime Alliance** mortgage platform is a completely integrated end-to-end paperless technology that opens access to your borrowers and your staff any time of day, from anywhere

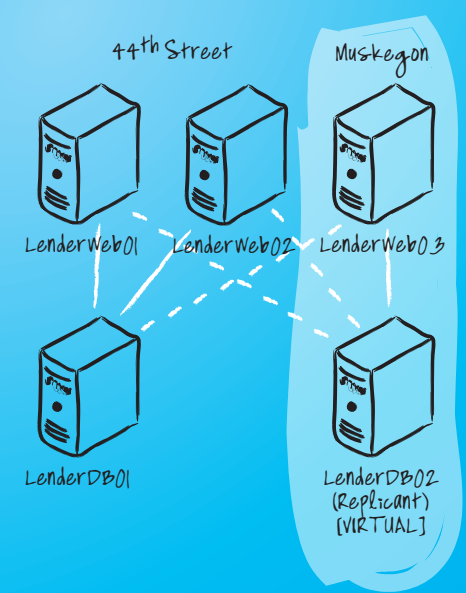
**MeridianLink** is a web-based processing system for credit unions, allowing you to process indirect requests for consumer loans and new account openings

**RouteOne** will connect you with new and used auto dealers when this new integration for the ILM tool set is ready this summer. This will dramatically expand your ILM footprint by opening new marketplaces that you are may not be doing business in today

**Retailer Direct** allows you to partner quickly and easily to provide financing with a wide range of organizations from doctors, dentists, funeral homes, boat, RV, automotive and motorcycle dealerships (the sky is the limit as we provide access to your business partners via the web where and when you need us).



## High Availability & Redundancy



## Analysis

Once the application is brought into CU\*BASE, the analysis begins for the quickest loan turnaround and processing available. Application details are imported into CU\*BASE, credit reports are automatically pulled, our 247 Lender (automated decision model) makes a loan decision for you and finally we send an email to your team letting them know if the loan was approved as submitted, if a counter offer was sent, or if the model could not approve the request and your team needs to manually work the loan.

We also help you track and analyze the business relationship. You track total loan portfolio by dealer, delinquent loans by dealers, reserve paid by dealer, and approvals/ denials/ booked loans by dealer. We help you analyze the quality of your portfolio with reports that can track average credit scores and LTV to weighed average yields per portfolio. We give you the tools to get you in the business and we provide the solutions to keep you successful and on top of your game in the business.

Redundant pair at 44th Street + Hot spare in Muskegon. If either 44th Street web server fails, the other one will take over automatically. Can failover database server in < 60 minutes. If both 44th street web servers fail, a DNS change can switch to Muskegon web server in < 4 hours. All 3 web servers can be manually switched to use either database server.

Single production database replicates to a hot spare in muskegon. Web servers can be switched over to use hot spare in < 60 minutes.



## Delivery Channel

Manage your lending dashboard by delivery channel - such as HD (Harley Davidson)

## Analyze Status

Analyze your pending, denied, and booked loans by indirect partner or channel

## Review Portfolio

Review your individual partner portfolio by dealer balance, rate, and even delinquency.



# Lender\*VP

## Who We Are

Lender\*VP delivers to your credit union a team of experienced lending professionals that will work with you to drive the success of your loan department. The Lender\*VP team has years of on-the-street credit union lending experience, combined with an intimate knowledge of CU\*BASE tools. We can make sure you know what products you need, get them off the ground quickly, and drive them to success.

Discover More!

### Lender\*VP CU\*Answers Management Services

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