

ENGINES FOR THE FUTURE OF LOAN ORIGINATION SYSTEMS

WHY WE'RE GOING TO GO CRAZY WITH LOS OPTIONS FOR CUS IN THE NEXT 5 YEARS

Engine	Loan Origination System	Plans in 2019
1	CU*BASE native soup-to-nuts LOS solution	Add a 2 nd decision model vendor (Experian)
2	CU*BASE integrations for ready-to-look LOS solutions	Continue to evolve solutions with our 9 vendors
3	CU*BASE integrations for ready-to-book LOS solutions	Two new vendors scheduled to go live in 2018 betas, launch network-wide in 2019
4	CU*BASE integrations for internet channel LOS solutions	Complete internal beta with Forms Generator, launch network-wide in 2019

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Engine	Loan Origination System	Vendors and Clients
1	CU*BASE native soup-to-nuts LOS solution	1 vendor, 225+ credit union teams
2	CU*BASE integrations for ready-to-look LOS solutions	7 vendors, 81 credit union teams
3	CU*BASE integrations for ready-to-book LOS solutions	1 vendor live with 1 on the way, 2 credit union teams
4	CU*BASE integrations for internet channel LOS solutions	1 vendor, 125+ credit union teams

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Engine	Loan Origination System	Strategies, Tactics, and Drivers
1	CU*BASE native soup-to-nuts LOS solution	Native; the launchpad for everything lending
2	CU*BASE integrations for ready-to-look LOS solutions	Extend your lending outlets; use the tools where your members are
3	CU*BASE integrations for ready-to-book LOS solutions	Specialty LOS and options for your staff's toolkit
4	CU*BASE integrations for internet channel LOS solutions	A revolution is coming: working with authenticated vs. non-authenticated consumers

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Engine	Loan Origination System	Strategies, Tactics, and Drivers
1	CU*BASE native soup-to-nuts LOS solution	Interactive and complex messaging, designed for every eventuality
2	CU*BASE integrations for ready-to-look LOS solutions	<i>Step 1:</i> One-way message to give an opportunity to the CU; <i>Step 2:</i> Engage CU*BASE for the close
3	CU*BASE integrations for ready-to-book LOS solutions	<i>Step 1:</i> One-way message to get the info about the member; <i>Step 2:</i> One-way message to give an opportunity to the CU; <i>Step 3:</i> Engage CU*BASE to create the loan
4	CU*BASE integrations for internet channel LOS solutions	There will be versions of all of the above as we develop more complex solutions natively and with 3 rd -party vendors

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Engine	Loan Origination System	The Business Going Forward
1	CU*BASE native soup-to-nuts (S2N) LOS solution	Continued priority investment based on what we learn from other integrations, and based on keeping costs down for our community
2	CU*BASE integrations for ready-to-look LOS solutions	Drive aggressively to make sure CUs are multiplying their chances to harvest loan applications from anywhere
3	CU*BASE integrations for ready-to-book LOS solutions	Choice generates revenue for the CUSO; maximize the revenue and build a new foundation for investment
4	CU*BASE integrations for internet channel LOS solutions	Do all of this in the virtual realm

REENGINEERING INTERNET LOS FOR 2019

WE'RE GOING BACK TO THE DRAWING BOARD

- Weaknesses to address
 - What do we do to with data provided by **non-authenticated members?**
 - How far should we go in asking for data while still maintaining a pleasant member experience?
 - What does a CU want to handle via a CU-designed form vs. a classic application underwriting process?
- Goals
 - Envision and design from Sept.-Dec. 2018
 - Begin coding new solutions by March 2019
 - Release solutions throughout the year

The image displays two overlapping screenshots of the 'It'sMe247 Online Banking' application. The top screenshot shows the 'About Your Finances' step, which includes fields for Employer name (CU*ANSWERS), Employer phone (8003273478), Extension (126), Annual gross employment (\$50000.00), Other annual gross income (\$10000.00), and Other income source. A question asks, 'Is your income likely to decline in the next two years?'. The bottom screenshot shows the 'Loan or Credit' step, featuring a 'Loan type' dropdown (Used Auto Loan testing), a 'Preliminary interest rate' of 2.50% (subject to credit evaluation), a 'Purpose of the loan' dropdown (AUTO), a 'Day of month for payment to be due' field (15), and a 'Loan amount or credit limit' field. A 'Select a term' dropdown is set to 60-monthly, and an 'Estimate Payment' button shows a result of \$0.00 - monthly. A disclaimer at the bottom states: '† This is just an estimate to help you select the terms you want. You'll be able to see a final payment quote with any available options for debt protection on the "Quote'.

Make the call: CU*Answers specializes in authenticated services for credit unions

The wildcard: When we open the gates for 3rd-party LOS integrations, who will CUs pick?