

## **FUEL**

### **Forecasted Underwritten Express Lending**

As many of you are already aware, we are in the process of shifting all online credit unions to our new Sync1 interface for pulling credit reports from the bureaus. So far over 100 credit unions are pulling reports daily via this interface, and more are moving to it every week.

Now we're excited to start promoting the new decision model available via the Sync1 interface. Our **FUEL (Forecasted Underwritten Express Lending) Decision Model** offers many features our credit unions requested, at a much lower per-decision cost than our previous model available through Zoot (247 Lender). FUEL was first introduced with the [20.11 release](#), and now we are making plans to move all credit unions away from our old model via Portfolio Defense and Zoot and onto FUEL instead.

When you launch FUEL you'll get a jumpstart with three out-of-the-box templates: Direct, Indirect, and Unsecured. These are pre-configured for you by Lender\*VP but you can make adjustments as you like. And there's no limit to the variations of additional templates you can configure, with individualized settings around credit performance (slow pays, collections, DTI) and member information (income, length of residence, rent amount).

### **Why this change?**

We are excited about the opportunities this new partnership with Sync1 will give our network. Sync1 Systems, a CUSO headquartered in Austin, Texas, is committed to the cooperative spirit and keeping credit unions on pace with the market. Sync1 has a direct relationship with TransUnion, Experian, and Equifax to facilitate credit pulls and return report data directly to CU\*BASE via our API interface. As a preferred partner, Sync1 will work with us to expand and evolve so we can offer new products and features that credit unions need.

### **What if I use 247 Lender now?**

According to our records, 28 credit unions have set up 247 Lender, but we believe that many of these CUs aren't actively using it and in fact might not even be aware it was turned on! We can either turn it off completely, or get you set up to shift to the new FUEL model instead.

### **Do I need a model?**

One of the most exciting new products we've introduced in recent months is the 1Click Offers suite, which lets your credit union push offers to members online that can be accepted and accounts opened immediately with no friction to slow the process down.

Now we're starting to imagine what FUEL would allow us to do in connection with our plans for enhancements to the online LOS. Think 1Click on demand: a member applies for a

credit card loan, the app is run through your FUEL decision model and the member gets a YES, then the appropriate paperwork is presented for e-signature, the account is opened and the member can make an immediate draw. (Added to our [Digital Issuance and Provision to Wallet project](#), a card order could also be placed and pushed directly to the member's online wallet!)

## Want a demo?

Curious how your credit union could benefit from a decision model? Use a model now and want to understand what the shift to FUEL would entail? Want to see a product demo?

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