

Consumer lending and credit

Superior performance for higher customer retention and acquisition



Improve efficiency in loan origination, underwriting and servicing

Lenders of all types and sizes work to eliminate inefficiency in the lending process to remain competitive -- or run the risk of being left behind. A combination of manual and paper-intensive practices, disjointed processes and rigid systems with hard-coded, decentralized rules have contributed to escalating costs and longer than necessary loan processing cycles. With mounting pressure to reduce spending and credit risks coupled with the demands to increase customer acquisition rate, the need to streamline processes has never been greater. Leading financial institutions worldwide rely on ILOG's advanced Business Rule Management System (BRMS) to create cutting-edge lending systems that enhance process transparency and deliver efficiency gains in loan origination, underwriting and servicing.

Deliver better credit decisions faster

Lending is a highly rule-intensive process. It involves a large number of complex, ever-changing rules governing everything from qualifying applicants and assessing credit risk to pricing loan products and ensuring rapid compliance with regulations. However, most lenders fall short in their ability to respond quickly.

With ILOG BRMS, lenders can implement changes in days - or in real time – versus months. Advanced functionality such as decision tables, central rule management, modeling and loan configuration capabilities enable them to engage in effective risk-based pricing as well as create customized rules around product, rating, scoring and eligibility determination that best support their business strategies. Lenders can deliver instant, accurate credit decisions and make alternative product recommendations that meet their customers' needs while adhering to the underwriting guidelines.

- Shorten loan-processing cycle
- Reduce cost per loan
- Improve credit decisioning
- Lower credit and operational risks
- Better up-sell and cross-sell



Advanced solutions for your lending needs

ILOG software delivers advanced rule management and optimization capabilities that are essential for today's lending operations. Using ILOG, financial institutions go beyond basic automation by adding intelligent decisioning capabilities throughout the lending process and across loan products – from mortgage and home equity to auto and credit cards. Leading financial institutions that rank among the Global 500 use ILOG Business Rule Management System (BRMS) in such functions and applications as:

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|-----------------------------|-------------------------------|---------------------------------|
| ■ Validation | ■ Score cards | ■ Fraud detection and reporting |
| ■ Eligibility determination | ■ Rating | ■ Loan recovery and collection |
| ■ Pricing | ■ Risk assessment | ■ Customer segmentation |
| ■ Best fit | ■ Deal repair (counteroffers) | ■ Campaign management |
| ■ Document selection | ■ Fee calculation | ■ Loan pooling |
| ■ Credit scoring | ■ Compliance | ■ Accounting |

Create responsive, flexible systems

Using ILOG, financial institutions are achieving unparalleled flexibility, functionality, speed and accuracy. Designed to handle large volumes of data and transactions in real time, ILOG software provides a cost-effective way to enhance system and operational agility. Lenders can leverage their existing IT investments, including legacy systems and open technologies, as well as industry data standards like those of the Mortgage Industry Standards Maintenance Organization (MISMO).

Empower users and enhance transparency

ILOG BRMS empowers both business and technical users. It provides an easy-to-use rule-building interface and permission-based access control, allowing both developers and business users to easily modify, add or delete rules without taking a system offline.

Furthermore, with ILOG BRMS, all the rules – active, historical and shared – can reside in a central rule repository, ensuring consistent implementation of customer information, policies and procedures. Lenders can maintain all rules – simple and complex at a granular level, as well as establish shared rules that are reusable throughout the lending process. With this functionality, financial institutions can easily manage and track a rule throughout its life cycle, obtaining greater visibility into their systems and operations.

Maximize your returns with ILOG's Lending Practice

ILOG software has a proven track record of delivering exceptional ROI to its customers. ILOG provides complete consulting services, including education and customer support. Backed by experts, the Lending Practice delivers best practices, proven methodology, implementation roadmaps, modeling tools and templates that address functions specific to the lending process. Users achieve better results faster while reducing their development time, costs and risks.

“The high performance and scalability of ILOG JRules offers InterConnect customers the tools and resources they need for successful business rules management.”

– Steve Ely
senior vice president
product management
Equifax

“Commerzbank takes great pride in its customer responsiveness, and by re-architecting our software systems to be more flexible, we are continuing to raise the bar in this area. We selected ILOG JRules as the cornerstone of our new rating system because it perfectly integrates with our rating system architecture and had the outstanding performance and ease-of-use we needed. Finally, we were impressed by the excellent local support we have received - we feel we can really rely on ILOG.”

– Andreas Rose
Project Manager
Commerzbank

Learn more

For more information about ILOG in consumer lending and credit, please visit www.ilog.com/industries/banking.

ABOUT ILOG

ILOG delivers software and services that empower customers to make better decisions faster and manage change and complexity. Over 2,000 global corporations and more than 400 leading software vendors rely on ILOG's market-leading business rule management system (BRMS), optimization and visualization software components, to achieve dramatic returns on investment, create market-defining products and services, and sharpen their competitive edge. The BRMS market share leader, ILOG was founded in 1987 and employs more than 600 people worldwide.

ILOG Worldwide Information Center - Tel: 1-800-FOR-ILOG (US only) or 1-775-881-2800 (International) • URL: <http://www.ilog.com>

Australia - ILOG - Sydney - Tel: +61 (0) 2 9955 7210 - E-mail: info@ilog.com

China - ILOG (S) Pte. Ltd. - Beijing Representative Office - Tel: +86 10 8518 1080 - E-mail: info@ilog.com.cn

France - ILOG S.A. - Gentilly - Tel: +33 (0)1 49 08 35 00 - E-mail: info@ilog.fr

Germany - ILOG Deutschland GmbH - Bad Homburg v.d.H. - Tel: +49 6172 40 60 - 0 - E-mail: info@ilog.de

Japan - ILOG Co., Ltd - Tokyo - Tel: +81 3 5211 5770 - E-mail: info@ilog.co.jp

Singapore - ILOG (S) Pte. Ltd. - Singapore - Tel: +65 67 73 06 26 - E-mail: info@ilog.com.sg

Spain - ILOG S.A. - Madrid - Tel: +34 91 710 2480 - E-mail: info@ilog.es

UK - ILOG Ltd. - Bracknell - Tel: +44 (0) 1344 66 16 00 - E-mail: info@ilog.co.uk

USA - ILOG, Inc. - Mountain View, CA - Tel: +1 650 567-8000 - E-mail: info@ilog.com

Representatives and distributors in other countries

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