

Cost to Fund Reduced from \$980 to \$850 using SmarTrans™ Approach



The Customer
Top 20 regional US Bank

Business Situation



- Several challenges in loan closing:
- Delays
 - Doc errors leading to rework
 - Higher cost

Solutioning



- Analyzed Business Operations
- Deep dive of processes, value stream map, etc. to create solutions and priorities
 - Recommended changes and redesigned workflow e.g. Improved load balancing

Execution



- Validation to remove fee errors during “change of circumstances”
- System enhancement to create separate queues
 - System validation to ensure that fees are not updated in incorrect fields

APPROACH

Value Delivered



Significant direct cost saving

- **Improved Cost to Funding by 13%**
- **Days to Fund** reduced from 48-55 days to **35-40 days**
- Additional **savings** from new opportunities identified - **\$1.34 M**

Reduction in errors (which reduced cost to cures from \$55-\$60 to **\$12-\$17**)



We are very appreciative of your commitment to this partnership. Every day yields greater validation that we made the right choice with SLK.

COO, Financial Services Company