

Commercial Lending

MANAGE COMPLEX RELATIONSHIPS
ACROSS YOUR LENDING PROCESS WITH AN
INTEGRATED WEB-BASED PLATFORM.

Empower commercial relationship managers to grow client wallet share by meeting more complex commercial client needs. Baker Hill NextGen® for Commercial Lending allows your institution to address all of your commercial lending needs – from prospect to deal structure and credit analysis – in a single integrated platform.

Baker Hill NextGen® for Commercial Lending provides a framework to automate, integrate and streamline commercial lending processes, including lending for small and mid-sized enterprises. With a consistent, integrated platform to inform and manage your lending process, you can create efficiencies while minimizing risk.



Some Key Areas of Focus Include:

- **Growth in Customer Acquisitions** — Grow and retain commercial customers by implementing a product suite that supports the sales process and makes client information more readily available to the business partner
- **Efficiencies in the Underwriting Process** — Drive efficiencies in the decisioning process by deploying an optimized credit approval process, which leverages workflow automation and business rules
- **Enhanced Regulatory Compliance** — Improve regulatory compliance by aggregating exposure information and deposit data for a complete view of your client

WHY COMMERCIAL LENDING? Create efficiencies and minimize risk with an integrated platform to manage your lending process.

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CONNECT Explore how your institution can manage complex commercial lending requirements with Baker Hill NextGen® for Commercial Lending. Learn more at bakerhill.com/commercial.

Relationship Management

Encourage strategic sales planning and service integration across lines of business, allowing you to nurture relationships with top clients. As you increase wallet share and deliver superior service, you can positively impact retention rates of the clients you value most. Grow and develop relationships with:

- A single point of entry for prospects and your client
- Pipeline management reporting
- Grouping of clients and relationships to understand exposure concerns
- Deal creation so that opportunities can be analyzed, decided and realized

Statement Spreading and Financial Analysis

Understanding and managing your client relationships begin with sound financial analysis. Baker Hill's statement spreading solution facilitates reporting, data collection, cash flow remappings, global cash flow, covenants, a comprehensive credit memorandum and more, all in one central location. The solution helps to improve the quality and consistency of financial analysis, enabling you to make solid credit decisions. Address complex credit requests through:

- Configuration of a deal to ensure the proper structuring of products
- Analysis of financial statements
- Creation of credit memos and other documents to facilitate the approval process.

Exception Tracking

Stay abreast of changes in the client's ability to meet obligations by proactively:

- Maintaining insight into relationships with the bank and existing and potential exposure
- Managing covenants, loan checklists, and pre- and post- funding conditions to ensure loan quality
- Managing exceptions to loan agreements via a tickler system
- Managing correspondence to clients during the approval process

Integration

Easily import data from the institution's core systems or from other external systems. Since data is always current and continuously analyzed in accordance with your institution's policy, the centralized performance database becomes a reliable resource for satisfying critical management reporting needs.

As your lending operations grow and mature, expand the workflow by integrating other services from Baker Hill®. While our commercial lending capability is great as a standalone product, its value is maximized when combined with the full capabilities of our data integration, portfolio risk management, business intelligence, and transactional loan origination solutions.

Baker Hill® is a leading provider of technology solutions for common loan origination, relationship management, business intelligence, and decisioning tools. As the #1 provider of member business lending services, Baker Hill serves 500 financial institutions, including more than 20% of the top 150 U.S. banks and 20% of the top 25 U.S. credit unions

