



leveraging data to make informed loan decisions



enhanced customer and employee experience



streamlined, more efficient processes



## Learn how Baker Hill NextGen® Statement Spreading helped two banks improve the quality and consistency of financial analysis.

### ► The Challenge

For many community banks and credit unions, one of the first steps to implementing financial technology lies within improving the financial spreading analysis to better understand and manage credit risk.

Taking manual, outdated processes and implementing a comprehensive solution that facilitates reporting, data collection, global cash flow, covenants, a comprehensive credit memorandum, and more—all in one central location—is a crucial first step to increasing profitability. This was certainly the case for two Baker Hill clients:

- First Utah Bank
- Millbury National Bank

Originally users of Baker Hill's legacy system (Statement Analyzer), these dynamic financial institutions found success leveraging Baker Hill NextGen® Statement Spreading, a core component of the Baker Hill NextGen® platform that streamlines relationship lending and portfolio risk. While each had a different path in the transition from Baker Hill's legacy solution to Baker Hill NextGen®, the result was a more streamlined, efficient process for both customers and employees.

### ► The Solution

The process of manually spreading credits is frustrating, outdated, and time-consuming and community financial institutions—like First Utah Bank and Millbury National Bank—are solving these problems with Baker Hill NextGen® Statement Spreading. By leveraging their data to make smarter loan decisions, these two tech savvy institutions are gaining efficiency and profitability.

# CLIENT SUCCESS STORY

## First Utah Bank



### Testimonial Provided By—

**Pauline Vosburgh**  
Credit Department Manager  
First Utah Bank



**Prior to using Baker Hill, we were using a very rigid system that was great for uploading tax returns, but it was more data entry.**

It facilitated data entry taking information from a tax return and putting it into the system, but it really didn't teach new analysts how to analyze financial statements, because they were just really taking the numbers off the pages and the tax returns and placing them into the system.

If you have new people or if you're trying to teach financial analysts, it was not very conducive to teaching how to actually analyze credits.

We realized from a credit standpoint that we were getting bigger and more complicated credits, requiring detailed and sophisticated financial reporting and the system we were using was not equipped to keep up.

As a result, after shopping for a new platform and doing a little more homework this time when we were looking at platforms, Baker Hill was the winner.

Between the integration with our core and the way the spreading solution fit into the rest of the system, the full end-to-end capabilities were what made us choose Baker Hill.

The analysts using Baker Hill NextGen® Statement Spreading right say they're learning a lot more about spreading than they have in the last four years.

Just in the short time that we've been using the platform we're seeing huge strides, because it really teaches you or makes you think when you're looking at the financial statements.

It's helping them be better analysts which is a huge benefit for the bank, but it's also a huge benefit for the employees because it helps them to be better prepared if they ever want to become a full underwriter.

The software helps them on that journey, more so than just inputting data."

# Millbury National Bank



## Testimonial Provided By—

**Jacqueline Kelly**  
Assistant Vice President  
Millbury National Bank



**I've been with Baker Hill products for quite some time. I went from One Point to Statement Analyzer now to Baker Hill NextGen® Statement Spreading, with each transition being painless and so perfect.**

I was originally very wary about switching systems, but the conversation was prompted by the lack of support for Internet Explorer. So I reached out to Baker Hill and said I'm getting prompted that this could be an issue, what should I do? And then they said, well, we have a new software, would you want to look at it?

At first, I said absolutely not. We had just been through a cancellation with an origination software where we had been sold a bill of goods that they couldn't produce. We were trying to implement it for over a year, and it was the worst process I've ever gone through. After explaining all of that, the team at Baker Hill was very understanding. They came back and said, why don't we just show you, with no pressure to decide.

They were very clear that it could just be a chance to look for down the road. And after seeing it, I was pleased to be able to see that it did look great. I'm very comfortable with Baker Hill's solutions and didn't want to switch to another company, so we decided to give it a shot. Baker Hill has been with me, and hasn't let me down so far.

After seeing the demo, I didn't need to look at other companies. Baker Hill was more than fair on the pricing, the system was user friendly and customizable, and we didn't have to purchase anything beyond what we needed. Plus, we didn't have to worry about the integrity of a data transfer. Switching over to Baker Hill NextGen® was a no-brainer."



Baker Hill is in the business of evolving loan origination by combining expertise in technology with expertise in banking. Built on decades of walking alongside banks and credit unions as they provide vital resources to their communities, Baker Hill NextGen® is a configurable, single platform SaaS solution for commercial, small business, consumer loan origination, and risk management that grows along with you as your business needs change. Baker Hill is lending evolved. For more information, visit [www.bakerhill.com](http://www.bakerhill.com).