The **consolidated** platform to grow, optimise and automate commercial lending.

World class servicing for commercial loans
“Having consolidated our operations by implementing Misys FusionBanking Loan IQ, we have reduced manual administration and ensured a quicker and more consistent processing experience across our global lending business. Misys supported us well throughout the integration. We have seen a great improvement and enjoy the benefits of the new centralised system.”

**Hans Krantz**
Global Head of Structured Finance Operations IT, SEB
FusionBanking Loan IQ alleviates the high costs of system and process redundancy within commercial lending operations. It also helps to increase transparency, consolidate risk management, and provide customer insight. Banks that choose FusionBanking Loan IQ enjoy improved business agility and can enter new markets quickly and easily.

FusionBanking Loan IQ brings efficiency to all lending operations: from complex syndicated to high volume bilateral lending. It promotes profitable growth by tightening control and delivering streamlined workflow based on timelier, more accurate data. Institutions that choose FusionBanking Loan IQ run more effective operations and can seize new business opportunities faster. FusionBanking Loan IQ offers a proven path to successful loan management.

Many financial institutions dream of a global platform based on a single data model with common, scalable operational processes. Misys FusionBanking Loan IQ helps institutions grow, optimise and automate their lending lines of business quickly and strategically. It offers rich functionality at every stage of the loan lifecycle, from deal management and servicing to trading and settlement.

Unified platform to enhance your return on equity

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As part of its expansion strategy, ANZ wanted to improve efficiency by using standardised processes and tighter revenue management. Specifically, it needed to streamline workflow, simplify regulatory compliance, and mitigate operational risk throughout global operations. The bank sought a core commercial loan management system that could address the combined wholesale lending needs of its commercial, corporate and institutional banking segments. It also wanted to deliver a universally consistent customer experience.

ANZ chose FusionBanking Loan IQ because it was the only system that combined the necessary functional richness and flexibility to consolidate its wholesale leading. The bank is now integrating its institutional and commercial lending business on FusionBanking Loan IQ, to boost efficiency and facilitate sustained growth.

“Misys FusionBanking Loan IQ was the clear choice in the technology selection process. We needed a partner that could support our systems consolidation initiative in order to fuel our super regional growth strategy. We selected FusionBanking Loan IQ because of its rich, tried-and-tested and specialist financial services industry knowledge, rather than develop a system in-house or partner with other core system vendors in this instance.”

Andrew Leithhead
Executive Director,
Transformation Projects at ANZ

Australia & New Zealand Banking Group Limited (ANZ) consolidates to offer a superior, consistent, customer experience.

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The Misys FusionBanking Loan IQ advantage

FusionBanking Loan IQ is a proven solution developed to meet the needs of the world’s most demanding lending markets. It reflects over thirty years of collaboration with top industry participants to bring best practice methods to all aspects of lending.

Enabling business growth
Identify and isolate non-performing loans through the FusionBanking Loan IQ levers, reducing risk and freeing up capital per portfolio. This means you will have more efficient allocation of funds to manage a greater number of loans, or to pursue new business. FusionBanking Loan IQ clients report up to 8% in capital allocation and 2x average deal size increase.

Increased efficiency
With FusionBanking Loan IQ, off-the-shelf best practice methods and workflow improve automation of all business processes, including agency administration, to increase productivity and mitigate risk. FusionBanking Loan IQ clients experience a 20-30% reduction in loan processing time, 20-50% reduction in time to set up deals, 30-80% reduction in time spent on calculations and 20-40% total headcount reductions.

Reduced costs
Access a single commercial lending platform that builds scale and reduces integration costs across business lines. FusionBanking Loan IQ clients report 30% reduction in IT support, 50% reduction in integration costs and 20-80% reduction in IT systems maintenance cost.

Improved transparency
Develop a central source of integrated high-quality data for sound decision-making, credit risk management and regulatory reporting, including Foreign Account Tax Compliance Act (FATCA). FusionBanking Loan IQ clients report 20% reduction in loan defaults and 90+% reductions in time to create reports.

Empowering flexibility
FusionBanking Loan IQ is available 24x7 and is a scalable, high performance solution that can be configured to meet individual needs. It is available as either an installed solution or as a service, which enables you to benefit from its powerful functionality at lower cost and quicker time to market.
Product capabilities

Misys FusionBanking Loan IQ is the world’s leading solution for servicing commercial loans including: structured, project, syndicated, bilateral, commercial real estate, agricultural, Islamic and niche lending.

“Key differentiating characteristics for us with Misys FusionBanking Loan IQ is the fact that it’s a global provider being continuously pushed by the demands of the market place. We’re hoping to realise benefits from it in terms of flexibility, scalability, information ‘on the fly’ over time looking at the integration of servicing data into business intelligence, big data, analytics and continuing to leverage this investment and the bank products of the investment products over the years to come.”

Chief Information Officer and Senior Vice President at U.S. middle-market commercial lender

Comprehensive agency servicing
Lifecycle management for all the relationships, processes, and documentation required to service loans on a single platform. FusionBanking Loan IQ is designed to streamline processes, minimise risk and reduce errors throughout an institution or group.

Rich trading functionality
Benefit from a single, real-time view of all back-office transactions that affect a trader’s portfolio during the entire loan lifecycle. Real-time information is passed to the front-office platform for better decision making, and you can achieve a comprehensive view of risk and performance across trading desks. It has full multi-currency and multi-branch capabilities to provide you with an up-to-date picture of companywide performance.

Online client portal
The FusionBanking Loan Portal is designed to improve the borrower experience. Borrowers can view and manage all of their activity online at any time to gain an up-to-the-minute understanding of their lending transactions and risk exposure.

Built to manage complex structures
FusionBanking Loan IQ offers fast access to accurate and comprehensive information, including financial arrangement terms and conditions, limit management, drawdown management, covenant tracking, deal outcome probabilities and contact details. This enables you to structure more profitable deals quickly. You can also benefit from a robust, single, streamlined platform for book-running, document distribution and deal management.

Straight-through processing (STP)
Seamless management of all loan trading facilities from front to back with proven, best-practice workflow management. Trades are entered into the system once and the assets serviced only once. You can view up to the minute P&L and position information that includes back-office transactions that affect a trader’s portfolio. Traders benefit from a real-time view throughout the loan lifecycle.
FusionBanking Loan IQ decreases the overall cost and processing risk with deeper STP. For the complexity required for syndicated lending STP, FusionBanking Loan IQ delivers automated position reconciliation for agents and lenders through DTCC and Euroclear; STP for agency transactions using FpML; automated matching and settling via Markit Clear Trade; real-time sharing of agent data through Markit Inventory and reduced risk settlement via cash on transfer. For the high levels of automation required by bilateral lending, FusionBanking Loan IQ ensures throughput and the ability to scale for increased volumes.

Misys FusionBanking Loan Portal is designed to improve the borrower experience.
“Before moving to Misys FusionBanking Loan IQ, we would not have been able to handle deals involving more than 50 banks. Now, we can easily handle up to 100 banks. These larger deals in turn generate more revenue and help to attract larger customers.”

Spokesperson at Mediobanca, the leading Italian investment bank

“Efficient and controlled management of collateral associated with collateralised loans
Create and manage an increased volume of financial and non-financial assets associated with collateralised loans, such as commercial real estate. You can capture, maintain and report on a rich detail of collateral across the portfolio including asset registration such as unit details, rent rolls and invoices, track assets against facilities and drawings, and manage collateral events, cross collateralisation and insurance.

Effective management of large, complex multi-lender deals
Manage the relationships, processes and all the documentation required to service complex syndicated deals. You can support from a few to many hundreds of lenders in any given deal. From the outset, FusionBanking Loan IQ has been designed to the broadest range of deals from the most simple to complex.

Designed and refined at the heart of the industry
FusionBanking Loan IQ meets the rigorous lending standards of top financial institutions and commercial lending standards bodies. FusionBanking Loan IQ decreases overall cost and risk to process loans via increased throughput and deeper STP with market standard solutions such as DTCC, Markit and Euroclear.

Business Intelligence
Monitor performance through analytical reporting intelligence. You can access historical, multi-dimensional account of customer and financial lending portfolio health, as well as Datamart dashboards, which deliver you trustworthy and actionable data.

“As Misys FusionBanking Loan IQ is built using adjustable parameters, it has the flexibility to account for different market and customer circumstances, without needing to rebuild the system.”

Hemant Kothari
Head of Business Change and Projects at National Bank of Abu Dhabi (NBAD)
Superior accounting and audit control
The FusionBanking Loan IQ accounting functionality combines online accounting with real-time debits and credits to provide unmatched functional depth. Configurable parameters include multi-branch, multi-business line, general ledger/sub-ledger with configurable account mapping as well as interest and fee option types are available. You can manage lender shares and portfolio positions across multiple entities, reducing the need for double entry and reconciliation. Extensive audit trail and user security capabilities are inherent in the solution.

Software Development Kit (SDK)
Enrich business logic and extend the benefits of FusionBanking Loan IQ further to meet specific needs, without core development. The SDK includes event management, inquiry API and scripted APIs, validation and internal actions, server-side transactions, user-defined primitive functions and scripted general ledger entries.
We appreciated the SAG service that provides a direct and effective communication channel between banks and the system vendor (Misys).

Mr. Tang Yong Feng
Team leader, Treasury Systems - China Minsheng Banking Corporation

Professional services
Best-practice delivery
The Misys delivery model is incorporated into our entire product lifecycle. We leverage best practice business processes in the design, development and quality assurance of all of our products. While we acknowledge that one size doesn’t fit all in financial software, we know that a delivery approach that focuses on industry proven best practice process models helps our clients to save costs and benefit from the institutional knowledge Misys has developed across thousands of successful implementations. It means:

- **Faster implementation.** Repeatable delivery means projects are shorter and more predictable.
- **Reduced TCO.** Clear focus avoids unnecessary expenditure.
- **Less risk.** A standard, proven approach means many risks have already been mitigated.

**Center of excellence**
Co-located with our development teams, the 200-strong Misys Service Delivery Centre ensures that we share best practice both internally and with partners. It enables us to refine implementations offsite before taking them back to the client.

**Customer support**
Misys clients benefit from the expert knowledge of 1000+ resources worldwide whose primary function is to provide professional, scalable software support and maintenance.

**Deep domain expertise**
Our technical and application support people have strong industry and product knowledge with continuous technical and industry training programs to ensure that Misys support teams can meet your evolving business needs.

**Scalable support model**
As a Misys client, you can choose from a standard, professionalised support model or a specialised, premium support package depending on your needs. Because Misys support has a broad, global footprint that operates in all time zones and regions, Misys teams can scale to your requirements.

**Valuable advisory services**
Our Systems Advisory Group (SAG) provides system reviews to help clients understand how to use their Misys systems more effectively and derive maximum value from their applications.

SAG reviews have helped more than 80% of participating customers to identify ways to utilise their Misys software more effectively and use more system functionality.
Proven, award-winning solutions

**Finovate Europe 2014**
Misys FusionBanking Essence: ‘Best of Show’

**Banking Technology Awards 2013**
Misys: Best Core Banking Product or Service

**Banking Technology Awards 2013**
Misys: Best Payments Product or Service

**Global Trade Review 2013**
Misys FusionBanking Trade Innovation: Leaders in trade, “Best Trade Finance Software Provider”

**Euromoney Trade Finance Awards for Excellence**
Misys FusionBanking Trade Innovation: Best trade finance tech-solutions company

**Trade and Forfaiting Review:**
Misys FusionBanking trade services solutions voted best technology for trade finance

**Celent: The Big Leagues 2013 - Core Platform Sales Ranking (2014)**
Misys wins xCelent Customer Base Award for EEMEA

**TowerGroup: Core Banking Systems for the Large Bank Market**
Misys: “Best-in-Class” solution for customer-centricity
About Misys

Misys is at the forefront of the financial software industry, providing the broadest portfolio of banking, capital markets, investment management and risk solutions available on the market. With more than 2,000 customers in 130 countries our team of domain experts, combined with our partner eco-system, have an unparalleled ability to address industry requirements at both a global and local level. We connect systems, collect data and create intelligent information to drive smarter business decisions. To learn more about how our Fusion software portfolio can deliver a holistic view of your operations, and help you to solve your most complex challenges, please visit misys.com and follow us @MisysFS on Twitter.

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