

CREDIT WHEN IT'S DUE



- HUGE COST SAVINGS AND A FOUR-FOLD INCREASE IN DECISION-MAKING SPEED WERE THE RESULTS OF AUTOMATING LOAN PROCESSING FOR THE FUNDING CORPORATION, THE UK'S LARGEST INDEPENDENT FINANCE COMPANY.

The Funding Corporation is one of the UK's most dynamic finance providers, employing five hundred people. They provide secured and unsecured personal loans and business services including block discounting and collections.

The Funding Corporation's independence and flexibility have made it a market leader. By shaking off unnecessary bureaucracy it reacts quickly to new opportunities.

THE CHALLENGE

As The Funding Corporation has grown and its market environment has become more complex, it has looked to Aeolian to safeguard its competitive advantage.

Rapid growth presented an opportunity to automate loan processing. Loan proposals are received from many sales channels including motor dealers, intermediaries, affinity

partners and on-line customers. The Funding Corporation needed a single gateway to receive proposals and return decisions electronically.

The benefit was the elimination of costly, slow manual processing of paper based proposals. Loan decisions could be returned much quicker. All of this needed to work with existing computer systems.

THE SOLUTION

Aeolian's approach to this complex problem was first to provide clarity and structure. We then worked in partnership with The Funding Corporation to produce a business proposal which quantified the value and objectives of the solution.

Working closely with their business and technical teams, Aeolian rapidly built a solution to fulfil the vision. The first phase of the solution was live in only six weeks.

Aeolian built a bespoke solution using **Microsoft BizTalk Server** and

Microsoft .Net. This provided a reliable, scalable and flexible system to automate and integrate the loan proposal process

Seamless integration with **Pancredit**, The Funding Corporation's existing credit processing system, was essential. Aeolian developed a unique BizTalk Adaptor for Pancredit to simplify and speed the process. XML messaging enabled the systems to communicate and exchange data, and automatically process credit proposals into Pancredit.

The result was a four-fold increase in decision-making speed. The solution removed the need for human intervention, producing huge cost savings, streamlined processes and dramatically increased customer recovery.

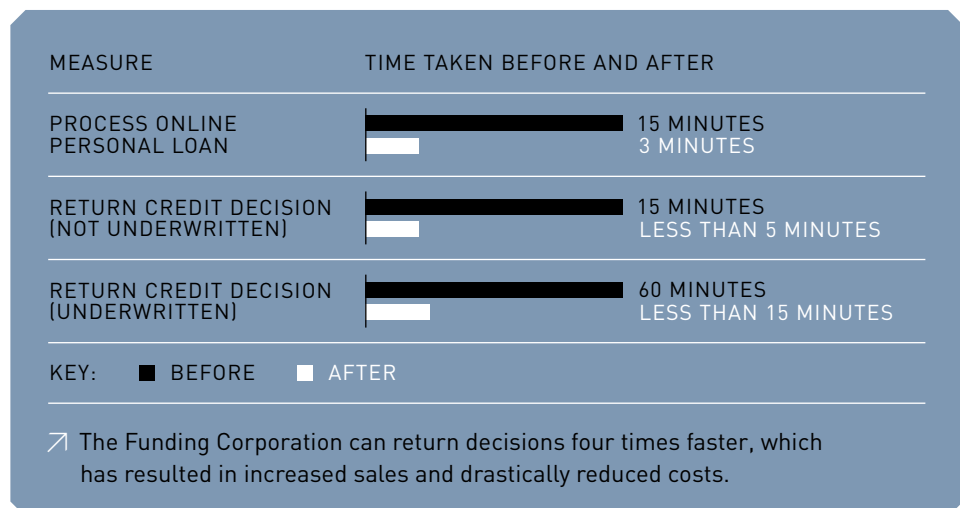
The solution handles high volumes of credit proposals, accounting for over

50% of The Funding Corporation's business. And it's increasing daily.

With continued support from Aeolian, The Funding Corporation has realised its vision to provide the very best quality service and the fastest turnaround times on the market.

"FLEXIBILITY IS FUNDAMENTAL TO WINNING NEW BUSINESS. AEOLIAN PROVIDED A SOLUTION TO MEET THIS STRATEGY AND I AM IMPRESSED BY THE EXPERTISE, QUALITY AND LEVEL OF SERVICE THEY PROVIDED".

➤ DAVID CHALLINOR, OPERATIONS DIRECTOR, THE FUNDING CORPORATION



THE TECHNOLOGY

Flexibility, scalability and time-to-value were key to Aeolian's bespoke solution. Aeolian used Microsoft BizTalk Server to graphically model and execute the business processes. Aeolian connected trading partners and

The Funding Corporation's Pancredit system using XML messaging. Over 50 sub-processes of the loan process can now be orchestrated from receipt to decision without manual intervention

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