AMOUNT

Revolutionizing SMB Lending with Amount's Term Loan and Line of Credit Solution

INTRODUCTION

In an increasingly digital world, where consumers and businesses expect seamless online experiences, small and midsize banks often struggle to keep pace. In particular, the provision of small-business term loans and lines of credit, integral to nurturing and maintaining profitable business relationships, has proven to be a hurdle for banks in the $1B to $10B asset range. This case study explores how a community market bank overcame these challenges with Amount's SMB Term Loan and Line of Credit solution.

THE PROBLEM

The community market bank, like many others in its tier, was grappling with multiple problems:

1. The bank was finding it challenging to deliver small-balance commercial lending in a cost-efficient manner.

2. The bank was experiencing an overall tightening of credit across its C&I and CRE portfolios.

3. The bank was struggling to deliver a digital experience that met the expectations of its small and midsize business (SMB) customers.

These problems were exacerbated by the bank's lack of specific SMB lending experience and its reliance on commercial-centric loan origination systems (LOS), which were not designed to handle the unique requirements of SMB lending. The resulting slow decision-making and high operational burden impacted the bank's ability to attract and retain SMB customers.

THE SOLUTION

The bank turned to Amount's digital origination and decisioning SaaS platform and their SMB Term Loan and Line of Credit solution to address these challenges. Amount's digitally-originated solution, which requires no collateral, offered a suite of features that enabled the bank to streamline its SMB lending process.

Amount's solution included omnichannel digital application interfaces, configurable branding and disclosures, and a third-party data engine that integrated the most predictive data sets to support credit, fraud, and KYC/KYB automation. Additionally, with its industry-tested rulesets, Amount's underwriting playbook allowed the bank to implement various underwriting strategies, including auto-decision, auto-decision with manual review, and all manual review.

THE RESULTS
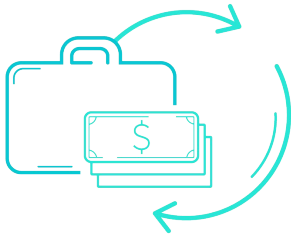
By adopting Amount's solution, **the bank transformed its SMB lending process.** The digital application interfaces resulted in a more efficient and user-friendly application process, which improved the customer experience and increased the number of successful applications.

Integrating predictive third-party data sets **significantly enhanced the bank's credit, fraud, and KYC/KYB automation capabilities.** This led to improved decision-making, reduced risks, and higher customer satisfaction.

Implementing different underwriting strategies **empowered the bank to meet its risk appetite and pricing specifications,** resulting in a more profitable lending portfolio.

CONCLUSION

Amount's SMB Term Loan and Line of Credit solution proved to be a game-changer for the bank, enabling it to overcome its SMB lending challenges and position itself as a leading provider of SMB loans and lines of credit.

This case study demonstrates the power of Amount's solution in transforming SMB lending processes and outcomes.

ABOUT AMOUNT

Amount is a global digital origination and decisioning SaaS platform powering high-velocity consumer and SMB origination for financial institutions. Developed by lending industry experts, Amount helps banks drive profitability and achieve a Performance Advantage with a fully integrated and flexible platform underpinned by enterprise bank-grade infrastructure and compliance – enabling banks to deliver new and differentiated offerings within months, not years.

Take next steps with Amount.

If your bank is grappling with similar challenges, consider what Amount's SMB Term Loan and Line of Credit solution could do for you. Learn more about Amount's product and how it can benefit your bank. Take the first step towards becoming a client today.

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