

# Increasing Value and Alleviating Risk Across the Loan Lifecycle

Despite growing competition, the lending industry remains largely reliant on legacy systems that use hard-coded business rules and manual processes that lack efficiency and are susceptible to human error.

Over time, hard-coded logic is risky for any lender. It requires developer time and effort for every new rule or calculation change. There is also little to no transparency into hard-coded rules, preventing the business from catching errors or knowing with certainty which rules are active at any point in time. This lack of transparency can also present issues with ensuring compliance to Dodd-Frank, Regulation Z, the Real Estate Settlement Procedures Act (RESPA), or other regulations which can lead to costly fees and penalties.

## How Can a Decision Platform Provide Value Across the Loan Lifecycle?

### ORIGINATION

Loan origination is full of eligibility and documentation decisions that can easily be automated by a decision platform. Additionally, online self-service tools powered by a decision platform provide flexibility and convenience by guiding potential customers through calculators or the application process itself.

### PROCESSING

Decisions related to income, loan-to-debt ratio, credit rating and more are based on numerous complex factors and calculations. They can also change due to market conditions or evolving regulations. A decision platform makes it easy to manage the rules that determine loan eligibility and terms.

### UNDERWRITING

Underwriters consider credit reputation, capacity and collateral along with other factors. A decision platform can automate part or all of the underwriting process, ensuring accuracy, promoting consistency across applicants and compliance with government requirements, and expediting the loan process.

### CLOSING

Automating the rules around routing of closing documents can expedite the closing process and ensure accuracy in the delivery of documents. Additionally, closing disclosure rules can vary and a decision platform simplifies compliance with varying requirements.

### SERVICING

From the time funds are dispersed until a loan is paid off, a decision platform can automate many traditionally manual processes. For example, automating decisions around statement delivery and payment status allows personnel to focus on other, more high-value initiatives.

### CROSS-SELL / UPSELL

Customers want to be aware of opportunities for improving their finances or for reducing the time they spend managing their finances. Leveraging a decision platform to automate cross-sell and upsell opportunities grows the business while fostering customer loyalty.

Savvy lenders are automating as much of the loan lifecycle as possible and separating loan-related business rules from application code by deploying a decision platform.

Centralizing rules inside a decision platform makes it easy to see the rules in use—and speeds up the process of making changes or additions by alleviating the need for complex code modifications.

Additionally, use of a decision platform to automate many traditionally manual loan processes alleviates the risk of human error and empowers employees to focus on other initiatives that add more value to the business.

## InRule®: Trusted by Lenders Around the World

Lenders around the world rely on the InRule® Decision Platform to automate mission-critical enterprise decisions.

In fact, [according to data collected by the Federal Financial Institutions Examination Council](#) under the Home Mortgage Disclosure Act (HMDA), in 2017 four of the top six mortgage originators in the U.S. (by both total value written and total quantity written) powered their loan business with the InRule Decision Platform.

Since 2002, leading firms have relied on InRule to empower technical and non-technical users to manage complex business decisions—without code.

Learn more by visiting  
[www.inrule.com/industries-customers/financial-services](http://www.inrule.com/industries-customers/financial-services)