

Viability, scalability, and functionality drive ASP choice for lending

Client:

A Top 40 U.S. Bank Holding Company.

Business Problem:

Upgrade existing lending technology with a scalable solution to facilitate acquisition strategy and compete effectively with larger in-market competitors.

Financial Incentive

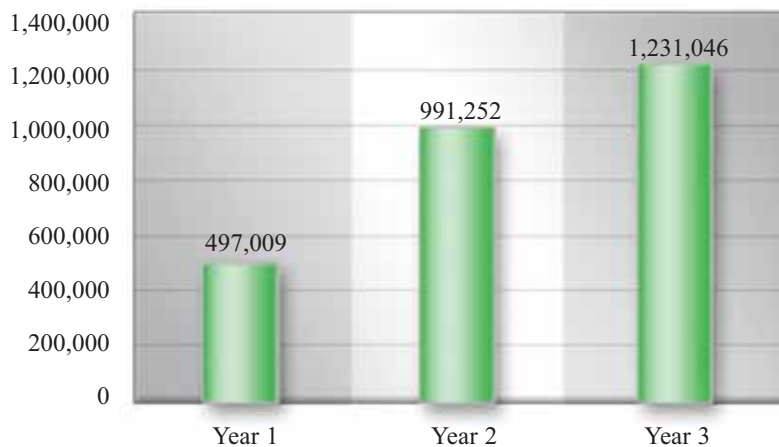
To evolve from a regional Thrift to a large regional full service commercial bank.

Selection Process

Initially chose AFSCommerce to facilitate a major acquisition because of scalability, ASP delivery, and AFS support services needed to speed conversion process. Evaluated other alternatives and chose to retain AFSCommerce due to AFS' core competency in system conversion, competitive cost, and flexibility with regard to growth and acquisition, sales and distribution, and product and market strategies.

Resulting Benefit

AFS Bank—Growth in Number of Obligations Processed through AFSCommerce



From Contract to Delivery within 3 months:

- ◆ Implemented AFSCommerce delivery model including significant conversion of newly acquired portfolio
- ◆ Outsourced loan payment processing to AFS

Mandate ...

Obtain a scalable lending solution to facilitate acquisition and support a more sophisticated customer base.

... Achieved

- ◆ Efficient conversion of an acquired commercial portfolio in a new geography
- ◆ Portfolio growth of 150% in two years
- ◆ Ability for banks staff to focus on meeting sales and performance goals during conversion, for which AFS took responsibility
- ◆ Scalable platform to support future needs
- ◆ Capability to support more sophisticated lending products