



Vehicle Lending contains all the functionality needed to effectively manage loan application processing. Lending for vehicles is a highly-specialized field of endeavor, requiring **flexible features** which support the process and enable fast, correct decisions.

Highgate Vehicle Lending is a configurable, user-friendly Loan Origination System **designed to speed up the processing of applications** and **improve the quality** of credit decisions. It provides both customers and lenders with an easy to use application process that supports superior service and improves the quality of the lending portfolio.

Vehicle Lending has been architected to provide support for any or all of;

- Used Vehicle Loans
- New Vehicle Loans
- Trade-in Management
- Fleet Loans

It is **full-featured** and **powerful**. Vehicle Lending is not a simple loan origination product, but rather one designed to make complex credit easy. Decision capabilities, backed by an integration to local vehicle valuation databases, it delivers a disciplined, configurable lending process that leads to faster, better decisions.

## Reduce your risk

With its **configurable scoring capabilities**, and credit bureaus capabilities, Highgate Vehicle Lending provides an environment to **manage your risk** in line with your strategies. You can;

- Implement rules that match your strategies and policies
- Modify your loan scoring quickly in response to Changing market conditions
- Control credit authorization on an individual basis
- Track all transactions through an integrated and comprehensive audit log that reports who did what, and when

## Use it Anywhere

Vehicle Lending operates as a web service that makes it easy to implement interfaces to support;

- Branch Operations
- Dealerships/Dealer-to-Dealer
- Internet Banking
- Remote Sales Force
- Customer self-Service
- Black Book vehicle valuation

## Features

- Application capture
- Multi-product capability
- Multi-currency capability
- Automated document generation
- Document and image capture
- Document library for easy reference
- Valuation database Interface
- Trade-in Management
- Notes
- Credit Bureau interface
- Automated decisioning
- Calculators
- Extensive functionality for security documentation
- Support for multiple applicants
- Mobile/Web Interface
- Multiple Scorecards
- Management Reporting
- API Interface

Highgate Vehicle Lending also **supports dealer networks** who make the sale and work through a central credit organization to source funding for the buyer. It delivers full 'need to know' reporting at every level of your organization.

## The Vehicle Lending Process

Loans can be automatically configured for the jurisdiction in which they are being processed – just identify the jurisdiction, and Highgate Vehicle Lending will **automatically configure itself** to meet the legal requirements there.

Lender productivity is important and Vehicle Lending has been designed to deliver **the most efficient application process** – one that permits lenders to spend their time on good applications and reduce the time spent on applications that are not likely to be approved.

While the application process can be designed to support any sequence of activities, Vehicle Lending is able to deliver a process based on progressive “GO/NO GO” decision points e.g.

- Who is the applicant
- Is the applicant creditworthy?
- Can they afford the loan?
- Can they support it?
- Can they secure it?

## Score Cards

Vehicle Lending lets you implement one or more scorecards to automate the review and decisioning process. You can use a commercial scorecard, or you can work with Highgate to develop a scorecard that is tailored uniquely for your particular business needs. These scorecards are managed by you, and may be modified as often as necessary to meet changing conditions.

Vehicle Lending is **fast**. It permits your staff to process credit applications quickly and effectively. The results are reduced delinquency and happy customers whose needs have been met effectively, as well as highly productive staff members who can maximize their throughput each and every day.



Call us to see how Highgate Vehicle Lending can help your business!