

nimo

Lending



Nimo is an online application platform that is adaptable across all banking products to provide customers a superior experience without the risks of major IT projects

How to use Nimo

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1. Introduction

Nimo Industries and its leadership team have a proven track record of leveraging their financial services, human centered design and technology expertise skills to create industry first and award-winning experiences from within larger Banks to smaller mutual Banks, all to support business objectives at scale.

2. Nimo Product Overview

Using Nimo creates an online lending channel for Banks, Non-bank lenders and Brokers, who do not have the capability or bandwidth to prioritise the creation of a market leading, digital experience within their own IT program. Nimo does this by providing an out to the box solution that works from day one, and that provides these lenders the ability to be market competitive with the latest technologies white labelled with their brand.

With configurable customisation tools including Workflow and Style builders, lenders will have the ability of reconfiguring the platforms modules in minutes (not months) to create your own custom experiences.

**Nimo is the only SaaS platform
that lets lenders sell online**

**Without an expensive IT
infrastructure project**



Using Nimo, staff can simply create online applications from selecting 'modules' such as product, needs analysis, customer details, Financials then selecting which questions are to be included in the application and even which questions are to be mandatory.

Customer and application journeys can start from within your existing apps, your web site, or even forwarded from a referrer partners system prepopulated with existing systems information or leveraging customer verifications (such as KYC and ID verifications). Nimo can also connect to Personal Financial Management (PFM) programs or marketplaces to obtain further opportunities.

Finally, the Nimo online eco-system connects accountants, financial planners, real-estate agents and property developers, for fast and efficient loan processing that enables them to leverage online capabilities to either service more clients or sell more properties without additional delays of waiting for finance clauses to finalise sales.

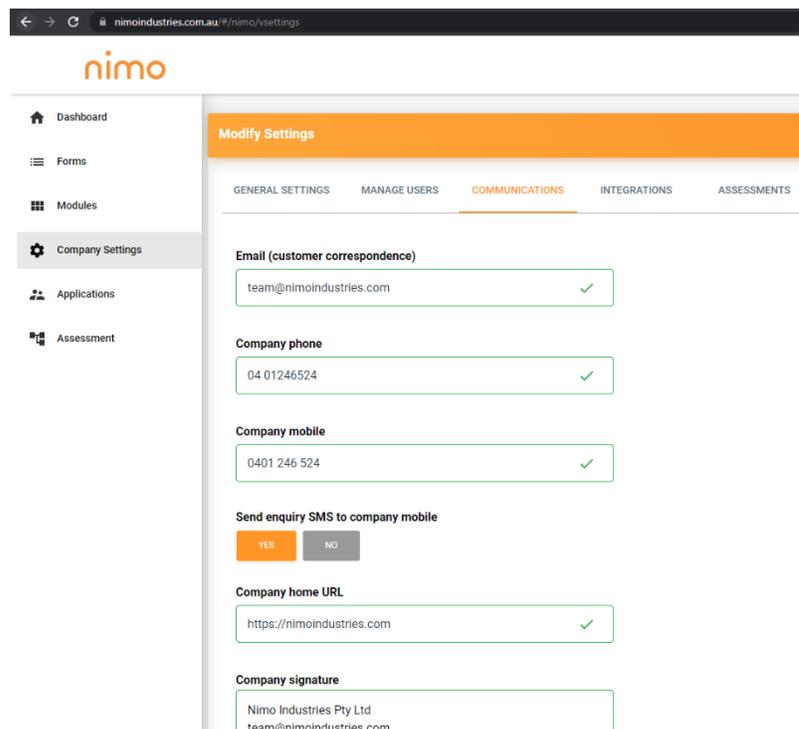
3. How to use the Nimo platform

Once the lenders instance has been launched, creating a custom application is as easy as...

Step 1: Set up branding and communication details

Platform company details including:

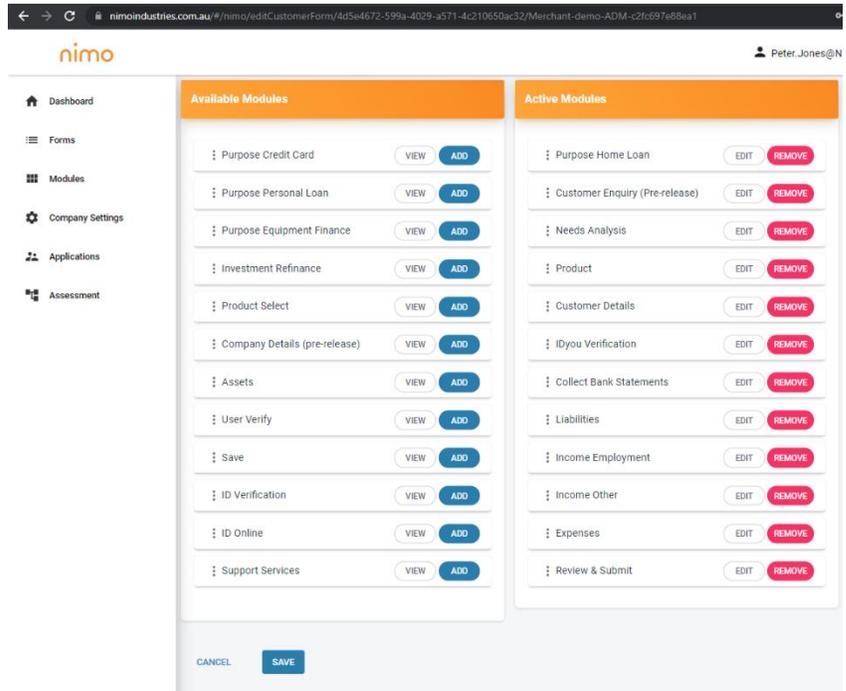
- Email addresses, phone, mobile for customer communications
- Company home URL and digital signature
- Application form Logo, FavIcon, Frame, Primary and Secondary colors



- Select communication channels and timeframes for auto SMS and emails.

Step 2: Create form name and select required modules

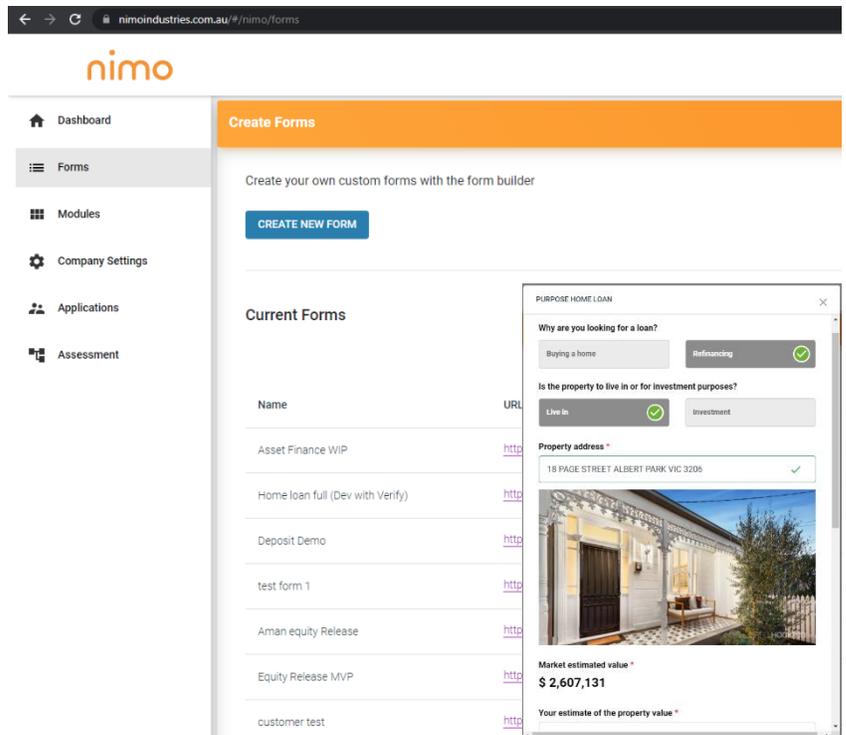
Create a unique name for your application and start selecting relevant modules for your application



Step 3: Build and configure applications

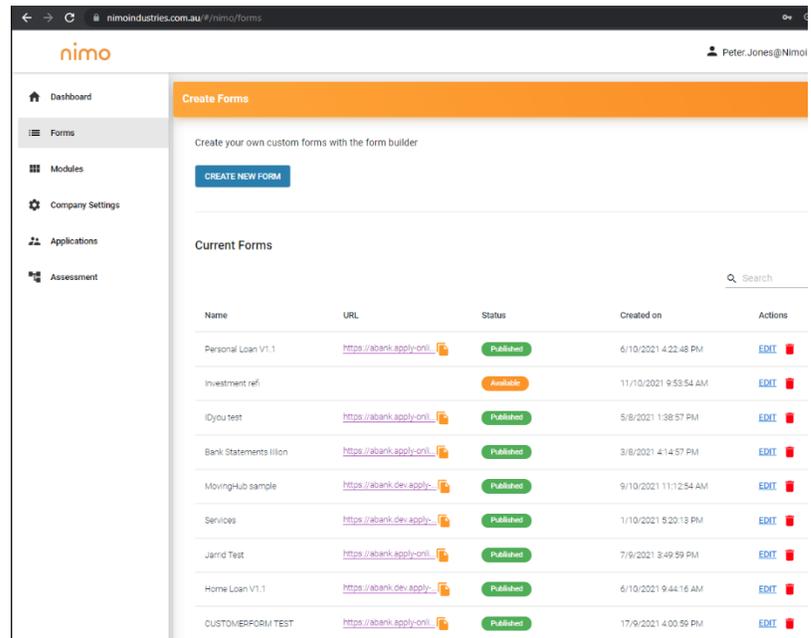
Multiple applications can be made for various products and uses, such as for a unique referrer, email marketing or special promotional activities

Individual questions can be selected to be excluded, as well as being mandatory or not.



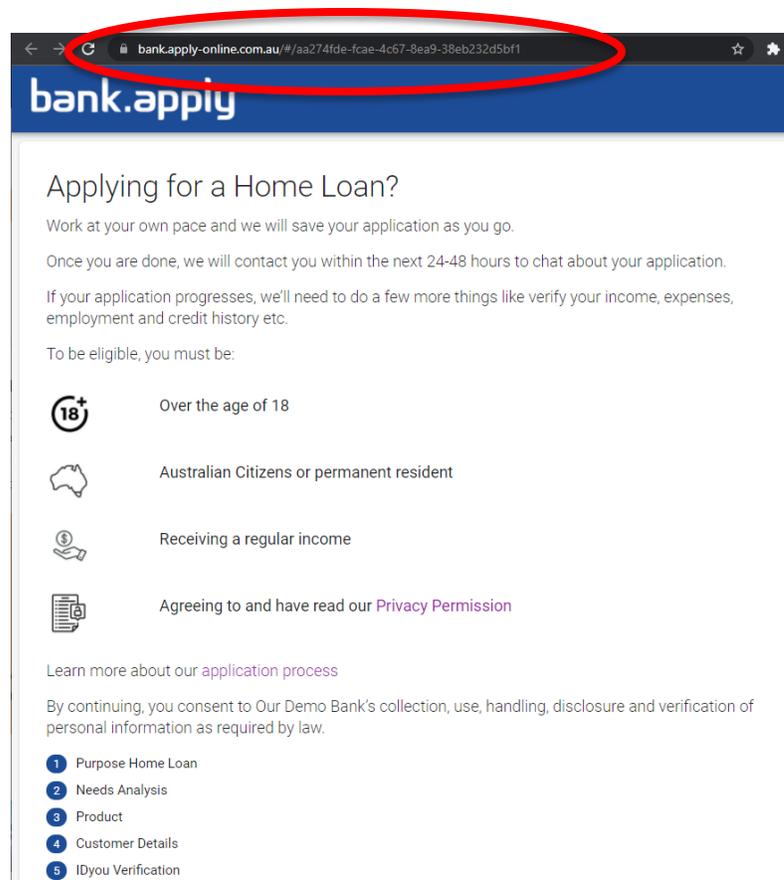
Step 4: Publish and direct your customers

Once the module and questions have been finalised, the application can be published (also can be saved but not published – or paused once published).



Step 5: Promote your various forms URL's on your web site, socials, email footers..., and start receiving online applications. Or use your bespoke forms with your mobile lenders, branches or call center.

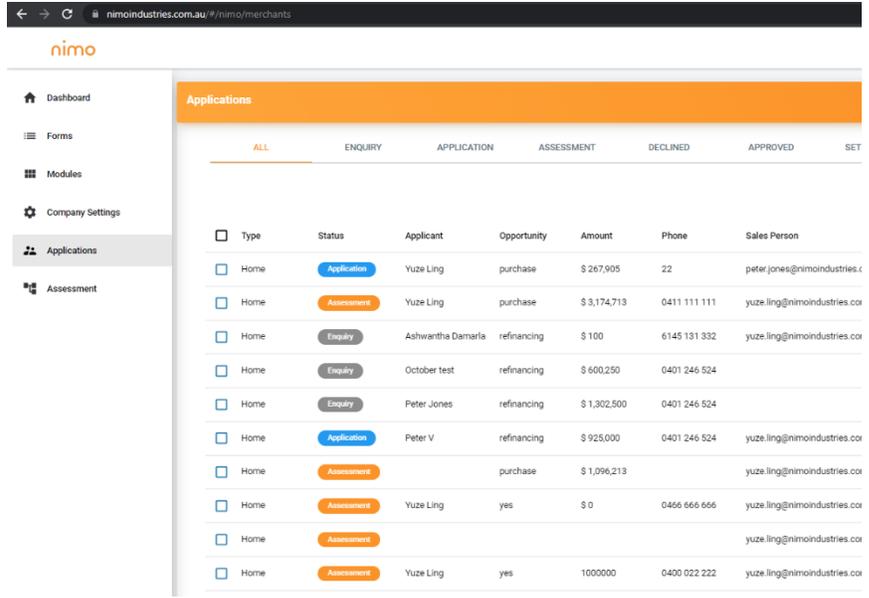
Applications using your configuration setting from step 1 are published live on the internet. Applications are mobile first and responsive.



Step 6: Receive applications

Applications submitted are visible under the Lenders Studio 'Applications' tab in real-time while questions are being answered, making co-creation over live-chat or Video Conferencing a more engaging activity.

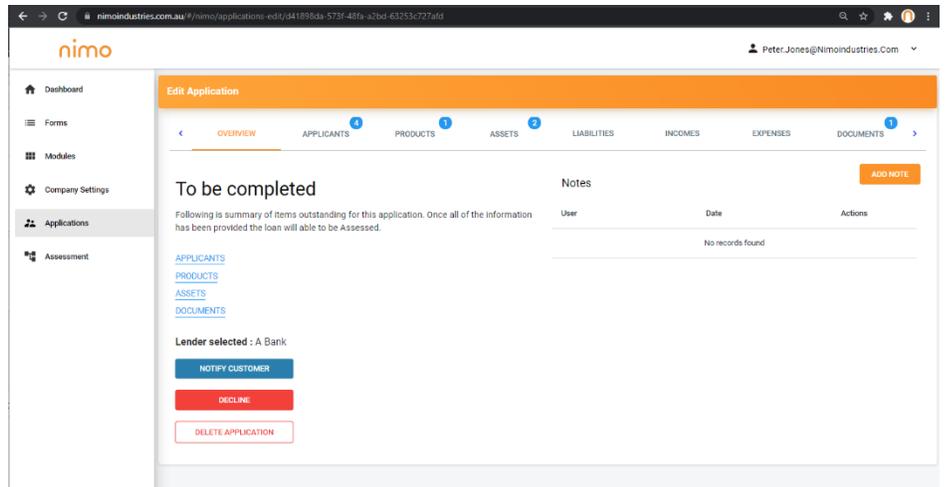
(Applications can also be synchronised with your CRM)



Type	Status	Applicant	Opportunity	Amount	Phone	Sales Person
Home	Application	Yuze Ling	purchase	\$ 267,905	22	peter.jones@nimoindustries.com
Home	Assessment	Yuze Ling	purchase	\$ 3,174,713	0411 111 111	yuze.ling@nimoindustries.com
Home	Enquiry	Ashwantha Damarla	refinancing	\$ 100	6145 131 332	yuze.ling@nimoindustries.com
Home	Enquiry	October test	refinancing	\$ 600,250	0401 246 524	
Home	Enquiry	Peter Jones	refinancing	\$ 1,302,500	0401 246 524	
Home	Application	Peter V	refinancing	\$ 925,000	0401 246 524	yuze.ling@nimoindustries.com
Home	Assessment		purchase	\$ 1,096,213		yuze.ling@nimoindustries.com
Home	Assessment	Yuze Ling	yes	\$ 0	0466 666 666	yuze.ling@nimoindustries.com
Home	Assessment					yuze.ling@nimoindustries.com
Home	Assessment	Yuze Ling	yes	1000000	0400 022 222	yuze.ling@nimoindustries.com

Step 7: Digitally co-create applications with customers

Applications edited and updates provided digitally.



Edit Application

OVERVIEW | APPLICANTS 4 | PRODUCTS 1 | ASSETS 2 | LIABILITIES | INCOMES | EXPENSES | DOCUMENTS 1

To be completed

Following is summary of items outstanding for this application. Once all of the information has been provided the loan will be able to be Assessed.

Notes

User	Date	Actions
No records found		

Lender selected : A Bank

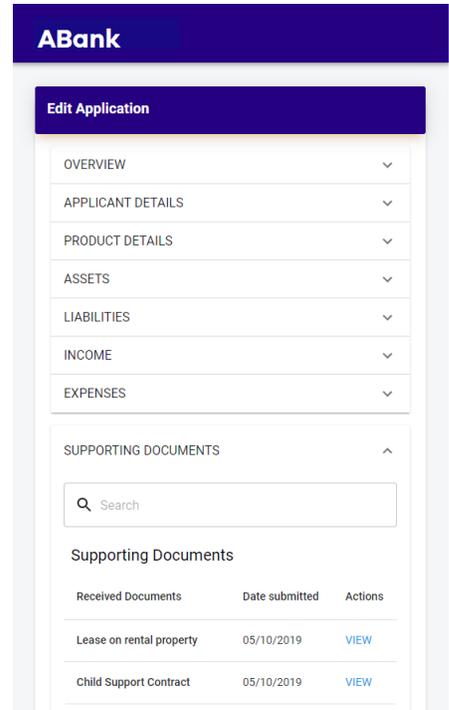
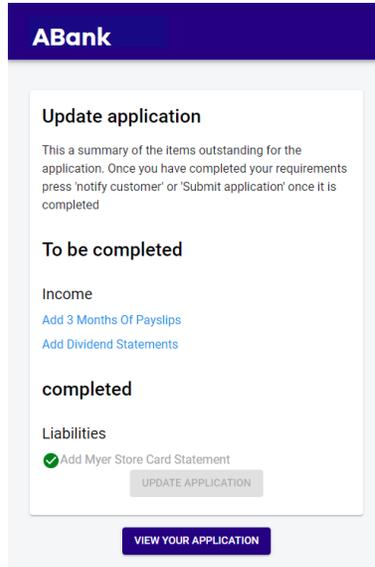
NOTIFY CUSTOMER

DECLINE

DELETE APPLICATION

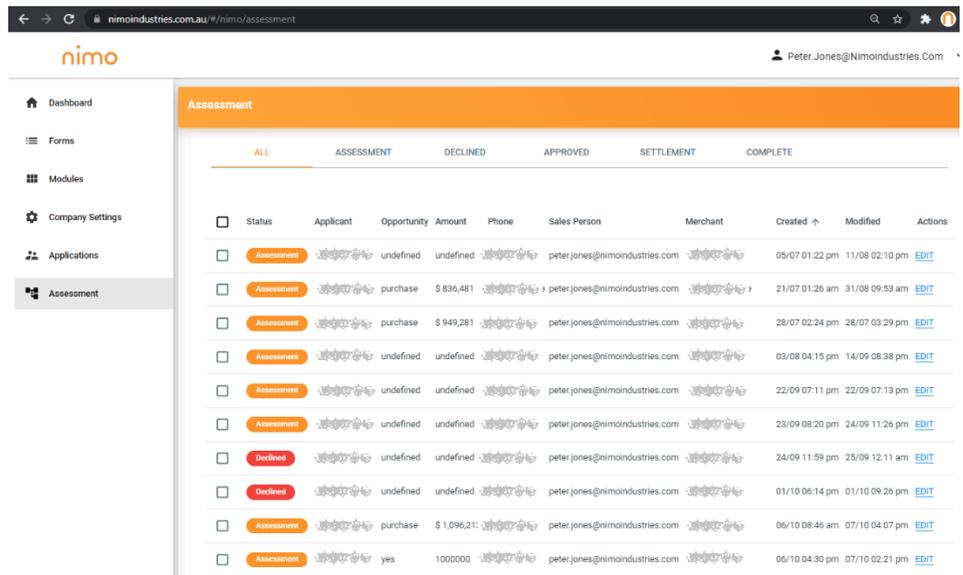
Applications have full visibility of the application requirement and received push notifications when additional information is requested.

With a mirror view of the one dashboard, a customer and lender can co-create while online or face-to-face, to request and provide information in real time.



Step 8: Decisioning.
Applications workflow to various decisioning options to complete the assessment process (or forward to a lender for Brokers)

Connect to your existing decisioning system or leverage the Nimo platform decisioning options.



4. Platform features

Below is a list of the standard platform features that can be used to capture, manage and decision applications for all product categories from deposits, consumer and commercial lending.

Lenders products:

- Loan purpose
- Property use
- Interest type

Loan Calculations:

- Loan value calculation
- LVR Calculation
- Stamp Duty calculations
- Product fees & charges
- Repayment period selection
- Interest rate calculations
- Loan repayment calculation
- Total loan repayments

Responsible lending:

- Unforeseen future changes
- Equity release considerations
- Debt consolation considerations
- Refinance loan term considerations
- Longer loan term considerations
- Applicant +50 years age

Applicant capture:

- Primary personal details
- Living circumstances
- Family circumstances
- Secondary contact details

- Each additional application

Notifications:

- Application forwarding to lender
- Customer email acknowledgement

Applicant assistance:

- Web chat interface (optional)

External APIs:

- Property image
- Property valuation (estimate)

Internal APIs:

- Lenders product table
- Lenders product selector
- Lenders rate selector
- Lenders fee selector

Data connectivity:

- Lenders CRM and core banking connectivity (optional)
- Customer application portal
- Lender statements

Business efficiencies:

- Broker-Lender connectivity
- Auto Credit decisioning (optional)

5. About Nimo Industries

Established in 2016, Nimo Industries is an award-winning software developer that combines deep financial services expertise, industry leading customer research and previous ecosystem development experience, to solve the fragmentation that exist within financial services and its related parties.

The approach of our talented cross functional team is underpinned by evidence-based practice and pragmatic problem-solving methodology, and leverages modern technology to deliver a unique and market leading solutions that are unparalleled in the industry.

Our highly-experienced co-founders are deep experts across multiple disciplines including banking, customer research, IT, software solutions, leadership and culture. With experiences extending from the CEO of a Mutual Bank, Stream Leads of IT programs within big 4 and regional Banks and customer research for some of the world's leading brands, the leadership team bring superior insights, skills and abilities.

Our people understand banking risk and our regulatory environment, and are motivated to use their unique skills to work with Lenders to build end-to-end customer experience and process unlike those that exist today.

