

Financial Services

MidAmerica National Bank Selects CASH Insight™ to Help Manage Commercial Lending Risk

Snapshot**Asset Size:** \$340 million**CBAI Member****State:** Illinois

Top Reason for Implementing CASH Insight™: "CASH Insight helps us better manage commercial lending risk. With a more complete credit picture of our borrowers, we have the ability to make more informed decisions with confidence."

Advice for Other Financial Institutions: "Do your homework so you know what's available in the market and then be able to communicate exactly what your business needs are. You don't have to buy what you don't need. Find a solution that can be scaled to work the way you do."

Case Study

MidAmerica National Bank

April 14, 2017 - After using the same financial spreading tool for more than a decade to support its commercial lending business, MidAmerica National Bank's Senior Vice President of Risk Management, Tom Sandman, suddenly found himself in the market for a new solution. With the bank's current spreading solution being phased out and with only six months to find a replacement, Sandman began talking to his peers and conducting online research to see what his options were.

According to Sandman, MidAmerica's financial spreading needs were threefold. He was searching for a software solution that would provide a consistent spread of customers' financial statements; calculate cash flow in the standard Uniform Credit Analysis (UCA) format; and easily integrate data into a Word document.

Since a majority of MidAmerica's borrowers are small business owners such as retailers and farmers, Sandman didn't want the extra bells and whistles that other vendors have embedded in both their financial spreading solution and their price tag. "I didn't want to buy a Cadillac when all I really needed was a Chevrolet to do the job," said Sandman. "The more bells and whistles beyond what I needed, the less interested I became."

Sandman's due diligence led him to Wolters Kluwer's CASH Insight™ solution, a financial spreading tool that gives commercial lenders the ability to evaluate the financial capacity of

prospective borrowers to improve accuracy and make better lending decisions. CASH Insight is one of nine modules available in the CASH Suite. Each module can be purchased and used independently to meet a financial institution's specific requirements.

"Rather than purchase a full suite of functionality that we have no use for, CASH Insight enables me to customize the solution to meet my current requirements and provides the flexibility and scalability to accommodate future needs," said Sandman.

Another benefit of CASH Insight is that it can be up and running in a matter of days. Wolters Kluwer provided the system requirements to MidAmerica up front and the bank's IT administrator took it from there, calling it a "simple installation." The intuitive solution also provided a short learning curve for bank staff since employees were already experienced in Excel. According to Sandman, "We just transitioned from one solution to another without any hiccups, which is a major accomplishment. It's been a smooth transition."

CASH Insights' Microsoft®-based platform provides familiar navigation and makes it easy for users to download data directly into Excel to create customized reports. Accurate analysis of financial statements is critical for MidAmerica's commercial lenders to evaluate credit risk and make sound lending decisions. With CASH Insight the bank has greater control of its financial spreading to help ensure it's making informed lending decisions.

"CASH Insight enables us to ask better questions of our loan officers, who in turn, ask better questions of our borrowers," said Sandman. "Our ability to provide more timely and accurate risk assessments to our lenders is not only helping us improve business performance, but keeping our commercial lending portfolio on track for continued growth."

For more information on Wolters Kluwer's CASH Insight solution, please visit WoltersKluwerFS.com/CASH.

About Wolters Kluwer Governance, Risk & Compliance

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