

TCS Lending and Securitisation

Connected | Collaborative | Cognitive



Technology companies are transforming the Indian lending market by offering niche products that cater to the 'experience' economy. This comes at a time when NBFCs are facing a liquidity crunch due to the non-performance of shadow banks, and banks have to meet priority sector lending obligations. To deal with this challenging business environment, traditional lending institutions need to tap into newer avenues of funding while complying with regulations. The way forward is securitisation at scale, which can be enabled through a comprehensive solution that leverages the best technology and processes in both securitisation and lending, ensuring a seamless, real-time experience for today's always-connected consumers.

TCS Lending and Securitisation is a connected, collaborative and cognitive solution that reimagines lending and securitisation, offering consent-based sharing of data in a secure manner which, with blockchain architecture, is made immutable and transparent. The solution accelerates the speed and efficiency of transactions while catering to the entire lending lifecycle—from origination to loan servicing, from collections to monetisation of the loan asset through securitisation.

Overview

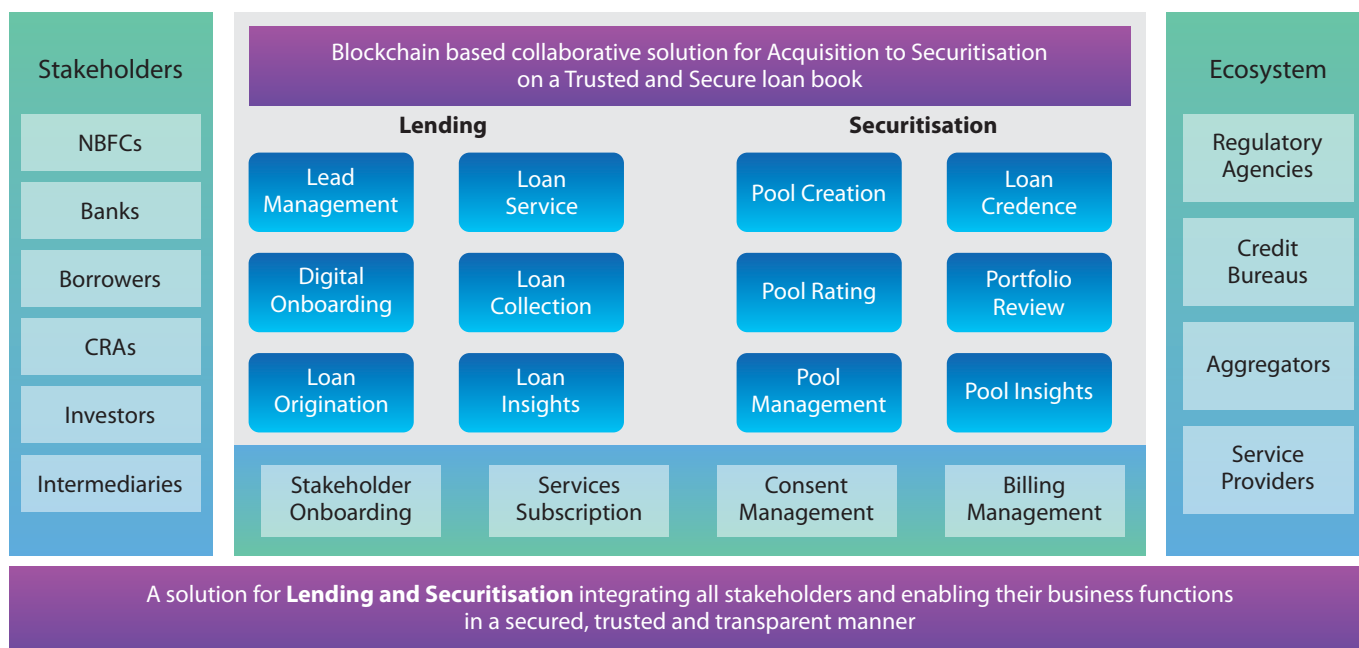
In the modern lending lifecycle, digital is default for customers. To meet their expectations as well as reach newer customer segments, banks and NBFCs need to use data and analytics innovatively and come up with cognitive, connected and collaborative processes that enhance all aspects of lending. Creating a sustainable funding model is just as critical because NBFCs have limited sources of varied capital. Securitisation can be the instrument that not only unlocks additional funding but also partially addresses asset-liability management. Most securitisation transactions in India now are customised bilateral transactions between the originator (seller) and the investor (buyer) with extensive due diligence by the latter. To be a viable source of funding, processes must become efficient, secure and scalable, attracting broader capital pools as well as newer stakeholders who cannot or do not want to run the manual checks that are inevitable now.

TCS Lending and Securitisation empowers lending organisations to reengineer their existing business processes to set up a configurable solution that offers all the key components of a lending solution – Lead Management, Digital Onboarding, Loan Origination, Loan Management and Servicing, Collections, Loan Insights, and Digital Document Storage and Retrieval. On the securitisation front, the solution's blockchain registry ensures trust, transparency, auditability and authenticity in securitisation processes and loan book management. Advances in artificial intelligence (AI), machine learning and deep learning (ML/DL), natural language processing (NLP), modelling and pattern recognition are leveraged to reduce cost, and improve speed and decision-making. The result is frictionless interactions from pre- to post-securitisation, making processes scalable and accessible, and enabling organisations to focus on their core business.

Our Solution

TCS Lending and Securitisation encompasses the following functional building blocks:

- **Lead management, case management, sales enablement:** Offers seamless customer relationship management features assisted by advanced AI, ML and other cognitive technologies
- **Digital onboarding:** Caters to self-service as well as assisted modes of customer onboarding and application management, in a paperless and highly efficient manner
- **Loan origination and servicing:** Deploys the latest technology for intuitive application creation; machine learning, statistical scoring and modelling for credit appraisal; advanced analytical techniques for risk assessment, disbursal and receivables management
- **Collections:** Provides real-time and accurate collection updates, empowering the collection fleet to take timely and appropriate actions through mobility and web-based solutions
- **Securitisation:** Facilitates creating loan books, slicing and dicing them based on various predefined parameters and initiating the rating of these pools via credit rating agencies, with this information being displayed to potential investors
- **Insights:** Enables close monitoring of loan portfolios, as well as the servicing and performance management of pool investments on a continuous basis



TCS Lending and Securitisation Solution - A Connected and Collaborative Hub

Benefits

TCS Lending and Securitisation offers the following benefits to banks and NBFCs:

- **Speed and reduced cost through automation:** Leverages cognitive technologies to accelerate transactions, enabling frictionless collaboration between stakeholders and an integrated ecosystem; reduces time-to-market of products and services, while lowering the cost of transactions by eliminating manual effort and offering pay-per-use
- **Security, reliability and privacy:** Ensures transparency, auditability and immutability of the loan book registry with blockchain-based architecture, and data confidentiality through consent-based, configurable data access
- **Appropriate realisation:** Facilitates price discovery, ensures appropriate value for loan pools is available to stakeholders in a single solution; offers AI/ML-based pricing and risk models
- **Lifecycle assurance:** Provides preconfigured and flexible insights along with auto-triggered credence stamps, which drive assurance of lending lifecycles
- **Regulatory compliance:** Helps meet priority sector lending obligations via investments in priority sector pools

The TCS Advantage

TCS Lending and Securitisation comes with the following TCS advantages:

- **Domain expertise and contextual knowledge:** TCS has decades of experience across industries, working with organisations to understand their businesses and share their goals. The contextual knowledge gained over the course of these engagements has enabled TCS to offer cost-effective, high-performance solutions, using agile methodologies.
- **Partner in technology-driven innovation:** TCS is a trusted partner of choice for global organisations due to a commitment to innovation, full services play, and the development of unique business models. Harnessing the power of TCS' Business 4.0™ framework has led to collaboration with customers from every industry in their distinctive growth and transformation journeys.
- **Reputed global IT services, consulting and business solutions leader:** TCS has well-established and industry-recognized platforms such as TCS BaNCS™, TCS Optumera™, and TCS ADD in the global market. Investments in plug and play IP, and a reputation for bringing certainty of execution and future-readiness to global corporations, have ensured TCS Ranked #22 on the Forbes 2000 list of the World's Best Regarded Companies in 2019, and ranked #1 in the DQ Top 20 – a ranking of Indian IT companies that dealt with disruptive technology forces in FY 2018.

Awards & Recognition



To know more

Visit the <http://www.tcs.com/lending-securitisation> page on [tcs.com](http://www.tcs.com)

Email: TCSLSP.enquiry@tcs.com

About Tata Consultancy Services Ltd (TCS)

Tata Consultancy Services is an IT services, consulting and business solutions organization that delivers real results to global business, ensuring a level of certainty no other firm can match. TCS offers a consulting-led, integrated portfolio of IT and IT-enabled infrastructure, engineering and assurance services. This is delivered through its unique Global Network Delivery Model™, recognized as the benchmark of excellence in software development. A part of the Tata Group, India's largest industrial conglomerate, TCS has a global footprint and is listed on the National Stock Exchange and Bombay Stock Exchange in India.

For more information, visit us at www.tcs.com

IT Services
Business Solutions
Consulting

All content / information present here is the exclusive property of Tata Consultancy Services Limited (TCS). The content / information contained here is correct at the time of publishing. No material from here may be copied, modified, reproduced, republished, uploaded, transmitted, posted or distributed in any form without prior written permission from TCS. Unauthorized use of the content / information appearing here may violate copyright, trademark and other applicable laws, and could result in criminal or civil penalties.

Copyright © 2020 Tata Consultancy Services Limited