



## Case Study

### Solution Overview

#### Profile

Southeast Corporate is a \$4.2 billion corporate credit union serving 446 member credit unions throughout the United States.

#### Business Challenge

Selecting a loan documentation solution to document business loans.

#### Solution

The Rembrandt Lending System.

#### Benefits

Rembrandt Lending helped Southeast Corporate offer business lending programs, increase consistency, reduce errors, and simplify its work flow.

## Member Business Solutions, LLC, a CUSO of Southeast Corporate, Selects Bankers Systems' Rembrandt Lending for Business Lending Documentation

Bankers Systems, Inc. announced that Member Business Solutions, LLC, a credit union service organization (CUSO) of Southeast Corporate Federal Credit Union (Southeast), in Tallahassee, Fla., selected the Rembrandt® Lending System to help it establish effective and compliant business lending documentation.

Southeast, a \$4.2 billion corporate credit union with 446 member credit unions throughout the United States, laid the groundwork for Member Business Solutions in September of 2003 when it hired Jim Gallagher as the business lending CUSO's president. Under Gallagher's leadership, Member Business Solutions is helping three pilot credit unions start their own business lending programs. In March of 2004, the CUSO began offering its services to Southeast's general field of membership.

"We selected Bankers Systems and its Rembrandt Lending System to help with our compliance documentation because the company understands credit unions and the emerging business lending marketplace much more than any other provider we considered," said Gallagher.

"The Rembrandt Lending solution is easy to use because of its Windows® environment," added Linda O'Brien, operations manager for Member Business Solutions. "It allows us to generate electronic documents we can manipulate yet lock for security purposes and provides us with valuable compliance reference information."

Bankers Systems' Rembrandt Lending solution is based on the company's extensive compliance knowledge base, Expere®, and industry best practices. Rembrandt Lending helps increase the efficiency and productivity of a credit union or its CUSO's business lending department by simplifying the documentation process for business loans. Member Business Solutions is using Rembrandt Lending to serve the business loan documentation needs of its credit union members throughout the southeast.

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“Helping CUSOs and credit unions establish and grow their member business lending portfolios is a priority for Bankers Systems,” said Sue Pogatschnik, credit union market manager for Bankers Systems. “Our Rembrandt Lending solution will help these organizations simplify the documentation process and allow them to improve the level of service they provide to their members while reducing compliance and operational risks.”

## About Bankers Systems

Established in 1952, Bankers Systems, Inc., a WoltersKluwer company, is a leading national provider of compliance resource solutions for financial institutions and their legal counsel. The company’s lending, deposit, IRA, customer identification, and anti-money laundering solutions are used by more than 12,000 financial institutions, including credit unions, banks, finance companies, mutual fund companies, and brokerage firms. Bankers Systems’ software, documents, training, and support services help institutions be more productive, work more efficiently, and grow their businesses. Bankers Systems is the sponsor of ComplianceHeadquarters.com, a web site designed to provide valuable compliance information and tools to financial industry professionals.

**For more information about Rembrandt Lending or Bankers Systems’ other business products and services, contact your Bankers Systems Account Representative, call 1-800-552-9410, or visit [www.bankerssystems.com](http://www.bankerssystems.com).**

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