



Case Study

Solution Overview

Profile

American Business Bank in downtown Los Angeles serves the southern California middle market, focusing exclusively on full-service commercial banking.

Business Challenge

American Business Bank began operating on October 1, 1998. As a start-up bank with large-scale goals, they needed a lending solution to help them grow: clear, understandable documents to appeal to customers; a framework to establish institutional policies; and flexibility to grow with them.

Solution

The Rembrandt Lending System provides American Business Bank with dynamic documents that insert proper language based on transaction data, making the documents more compact and easy to understand. And, as a Microsoft® Certified Partner, Bankers Systems is able to create a solution with unprecedented flexibility for growth and control.

American Business Bank Opens Doors With the Rembrandt® Lending System

When a group of successful bankers and professionals opened their own premier commercial bank in October 1998, they knew they wanted to start with software that had excellent documents and worked with the best technology available.

American Business Bank is a full-service commercial bank, located in downtown Los Angeles, California. Their primary focus on the southern California middle market gives them approximately 20,000 prime potential customers.

“We looked at a variety of lending software providers,” said Robin Paterson, Senior Vice President and Chief Credit Officer for American Business Bank. “But, Bankers Systems offered full capability, a user-friendly product, and excellent service. The Rembrandt Lending System has given us powerful results, and we don’t worry about our capacity or fading technology.”

Customer-friendly documents

According to Mr. Paterson, “We wanted to expedite our process and offer ‘customer-friendly’ documents. And, we were able to do that with the dynamic documents and standard loan templates in Rembrandt.”

“The documents we had used in other institutions were lengthy and the customer had to really dig to find the disclosure,” explained Debbie Williams, AVP, Note Department Manager for American Business Bank. “Rembrandt’s documents are simpler. Bankers Systems can condense some documents that might take several pages into one, two-sided sheet.”

“In addition to helping meet state and federal regulations, documents should help to simplify the lending process,” affirmed V. Joel Meyer, Senior Vice President of Sales and Support for Bankers Systems. “Our focus is to reduce the complexity and risk of compliance.”

Rembrandt Lending pulls the appropriate language from its expansive knowledge base into the documents, based on the data entered for the transaction. Rembrandt Lending’s compliance analysis feature reviews the transaction data and reports on items not adhering to the compliance analysis rules. In fact, Bankers Systems backs up Rembrandt Lending with its industry-leading warranty. “That’s a level of confidence few providers are willing to place in their products,” noted Mr. Meyer.

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V. Joel Meyer
Senior Vice President
of Sales and Support,
Bankers Systems, Inc.



"We use Rembrandt exclusively to generate every type of loan we create," said Ms. Williams.

American Business Bank has set up eight different types of standard loan templates in Rembrandt Lending based on the loan types they most frequently encounter. Once the templates are created, the loan officer simply selects that loan type and much of the data is preloaded into the template. Rembrandt Lending also helps reduce errors and exceptions resulting from entering values inconsistent with the institution's lending policies. That's important for a new bank trying to establish consistent loan policies.

"We use Rembrandt exclusively to generate every type of loan we create."

Debbie Williams
AVP, Note Department
Manager, American
Business Bank

American Business Bank has big plans for Rembrandt Lending

"We're growing very quickly, and we plan to be a major California financial institution. When we looked for an application, we wanted a one-stop-shop

"When we looked for an application, we wanted a one-stop-shop product that could grow with us. Rembrandt is that product."

Robin Paterson
Senior Vice President
and Chief Credit Officer,
American Business Bank

product that could grow with us. Rembrandt is that product," said Mr. Paterson. He added, "With the enterprise license, we can add additional users and don't have to worry about paying for additional licenses. And, we receive compliance and feature updates quickly."

The Rembrandt Lending System is helping to open doors for American Business Bank. Clear, user-friendly documents help open the doors of a growing customer base. And, Rembrandt Lending's state-of-the-art technology and flexibility made it easier for American Business Bank to open their own doors for business.

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.

To find out more about the Rembrandt Lending System, contact your Bankers Systems Account Representative or call Bankers Systems at **1-800-397-2341, Extension 5777.**

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