

## Sunwest Bank Chooses TSoftPlus™ to Help Grow its Government Guaranteed Lending Program

As Sunwest Bank in Tustin, California began receiving more requests for government guaranteed lending, it wanted to take advantage of this growing opportunity.

And, after Steve Gaston, senior vice president of Sunwest Bank, and Kim Dague, assistant vice president, SBA Loan Coordinator, watched a demonstration of Wolters Kluwer Financial Services' new TSoftPlus™ solution, they knew this was the product that would take the bank's Small Business Administration (SBA) lending program to the next level. While the bank had been using the TSoft FormMaster+ solution, Gaston believed TSoftPlus' enhanced features and functionality made it the perfect addition to their SBA lending business.

"The new TSoftPlus solution integrates better and flows more easily from form to form, automatically populating the other pages with the data we need, which is a significant time-saver," said Gaston. "While we do outsource some of our SBA underwriting, TSoftPlus now gives us the ability to manage our SBA lending transactions from beginning to end, and our goal is to eventually move the entire process in-house."

TSoftPlus helps Sunwest Bank originate its SBA loans more rapidly and efficiently while meeting all SBA program guidelines and regulatory requirements. TSoftPlus builds upon the prior TSoft FormMaster+ solution by offering financial institutions an updated browser-based user interface that is easy to navigate. TSoftPlus is accessible via a financial institution's intranet and is fully scalable for single or multiple organizations.

After installing TSoftPlus in May 2011, the Sunwest Bank staff was up and running almost immediately because TSoftPlus is both easy to learn and use.

"I was extremely comfortable using TSoftPlus based on our prior experience with TSoft FormMaster+," said Dague. "I was able to just roll up my sleeves and dig right in. Although the online training tutorial is helpful, I didn't even need to use it because TSoftPlus is so intuitive and user-friendly."

Overall, both Gaston and Dague appreciate the partnership they've formed with Wolters Kluwer Financial Services and their dedicated team of account representatives, training and support staff that regularly work with them to ensure TSoftPlus continues to meet Sunwest Bank's SBA lending needs.

For more information on TSoftPlus, please visit [WoltersKluwerFS.com/TSoftPlus](http://WoltersKluwerFS.com/TSoftPlus).

## About Wolters Kluwer Financial Services

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