

The Brand Banking Company Selects TSoftPlus™ to Help Launch its Government Guaranteed Lending Program

After raising more than \$200 million in capital, The Brand Banking Company launched its government guaranteed lending business in early 2011. As the bank was new to Small Business Administration (SBA) lending, it brought in an experienced team to help pave the way.

Joining that team of experts was Wolters Kluwer Financial Services, who partnered with The Brand Banking Company to help meet the bank's SBA lending software needs. Sherry Kinard, vice president of government guaranteed lending at The Brand Banking Company, said she'd heard positive feedback about Wolters Kluwer Financial Services' new TSoftPlus solution and after watching a product demonstration—she was sold.

"I used a competitor's solution at the previous institution I worked at, which was often quite cumbersome and confusing to manage," said Kinard. "Because TSoftPlus is web-based, it allows you to enter data directly into the SBA forms, which makes it very user friendly and flows easily from form to form. Best of all, data is only entered once and then automatically populates the other pages, saving us significant time while reducing human error."

TSoftPlus helps The Brand Banking Company 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 April 2011, completing an online tutorial was all it took for bank staff to quickly get up and running.

"Despite never having worked with a solution like this, I found the online training to be very thorough and easy to comprehend," said Stephanie Bloodworth, Government Guaranteed Lending Operations Coordinator at The Brand Banking Company. "TSoftPlus is extremely intuitive and flexible—almost a step 1, step 2, step 3 type of program—so there wasn't any disconnect between training and actual use."

Bloodworth also appreciates the software notifications Wolters Kluwer Financial Services sends directly to her inbox, keeping her informed about upcoming releases or other product news.

The Brand Banking Company has continued to build on its partnership with Wolters Kluwer Financial Services by adding ComplianceOne® to help the bank document its consumer and commercial lending transactions quickly, accurately and in compliance with all federal and state regulations.

For more information on TSoftPlus, please visit WoltersKluwerFS.com/TSoftPlus.

About Wolters Kluwer Financial Services

[Wolters Kluwer Financial Services](http://WoltersKluwerFS.com) is a comprehensive regulatory compliance and risk management business that helps financial organizations manage operational, compliance and financial risk and reporting, and improve efficiency and effectiveness across their enterprise. The organization's prominent brands include: FRSGlobal, ARC Logics for Financial Services, PCI, Compliance Resource Network, Bankers Systems, VMP® Mortgage Solutions, AppOne®, GainsKeeper®, Capital Changes, NILS, AuthenticWeb™ and Uniform Forms™. Wolters Kluwer Financial Services supports its global customers with more than 30 offices in 20 countries and is a leading worldwide provider of compliance and risk management solutions for the financial services industry, serving more than 15,000 banking, insurance and securities customers across the globe. Wolters Kluwer Financial Services is part of [Wolters Kluwer](http://WoltersKluwer.com), a leading global information services and publishing company with annual revenues of (2010) €3.6 billion (\$4.7 billion) and approximately 19,000 employees worldwide. Please visit www.WoltersKluwerFS.com for more information.

