

# The world's leading sales and negotiation solution for commercial banks.

Banks aren't giving their front-line relationship managers the tools and insights they need to deliver a customer experience that separates them from the competition. They're often winning deals that are actually bad for the bank's portfolio or losing deals that then result in lost relationships.

## We are modernizing banking.

PrecisionLender software empowers bankers with actionable, in-the-moment insights and coaching, so they can structure, price and negotiate winning deals. The result is stronger, more profitable relationships, for both the relationship manager and the bank.



## With PrecisionLender you can...



### Grow Relationships

PrecisionLender empowers bankers with ways to make deals work, beyond just rate and term. They can see the relative value of every deal point to the bank, helping them confidently address each term relative to the client.



### Increase Profitability

Now you can know the real value of each relationship and understand the true impact of winning or losing each deal. PrecisionLender also gives bankers multiple non-credit ways to expand those relationships.



### Strengthen Your Tech Ecosystem

PrecisionLender integrates seamlessly with banks' existing systems and makes the technology it touches even more powerful through the information it shares.

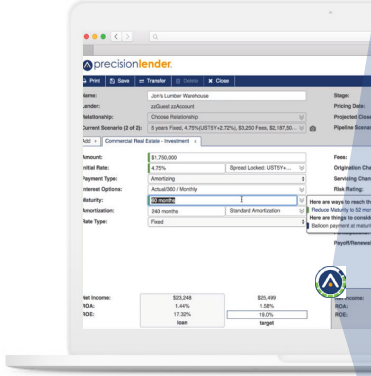


## Insights That Lead to Action

Banks have enormous amounts of data they use to generate insights, but they struggle to turn this into meaningful action. PrecisionLender helps banks take this critical final step, thanks to Andi®.

Andi is PrecisionLender's intelligent virtual analyst. She augments bankers' strengths with the latest technology and data, delivering recommendations on different structures and tactics, while the deal is being priced.

It's about delivering the right information to the right banker, at the right time.



**Here are ways to reach the target:**

- Increase the Initial Rate by 7 bps
- Add \$4,870 to the Initial Fees
- Add 0.24% to the Initial Fees
- Reduce LTV to 76%
- Reduce Maturity to 45 months
- Consumer DDA of \$71k reaches opportunity target
- Commercial DDA of \$880k reaches opportunity target
- DDA Earning Credit of \$87k reaches opportunity target

**Here are things to consider:**

- If a Floating or Adjustable rate is an option

Ask Andi your question...

Andi®, our virtual insights analyst suggests ways for bankers to make a deal work.

## Proven Client Success



PrecisionLender clients outperformed their peers in all of these annual metrics while also having a past due rate of just 0.81% on all their commercial loans.

*\*Based on FDIC numbers from Dec. 2017-Dec. 2018*

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“RMs like that PrecisionLender gives them different options ... They now have efficient ways to make the deal work and meet the needs of the customer.”

- Kyle Koelbel, CFO, Rabobank N.A.

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a Q2 company

PrecisionLender is modernizing commercial banking. Our sales and negotiation solution empowers bankers with actionable, in-the-moment insights and coaching, so they win better deals and build strong, more profitable relationships. Andi®, PrecisionLender's virtual insights analyst, augments banker strengths and intelligence with the latest technology and data, delivering the best recommendations at exactly the right time. More than 12,000+ bankers at 200+ banks – ranging from \$1B to \$1T in assets – use our solution. Set your bank apart with PrecisionLender's applied banking insights. Visit [precisionlender.com](https://precisionlender.com) to learn more.

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