

Case study

Australian lending firm CB Finance selected a combination of Dynamics 365 Business Central and OneCore Apps



Capital Bridging Finance (CB Finance), based in Brisbane, Australia, is a private, boutique Australian lending firm providing quick and secure bridging loans. They provide flexible commercial and residential bridging finance services for those who need urgent bridging loans, often in complex circumstances requiring highly customised solutions.



Trust in Microsoft and Seyfor

After an extended market review, CB Finance selected Dynamic Aspect and Microsoft Dynamics 365 Business Central with Loans Express App to achieve a consistent, integrated business applications environment for productivity across the business and a low total cost of ownership. They needed to meet following requirements:

- meeting the exacting requirements of CB Finance for Loan Management, Customer Relationship Management and Reporting,
- related ongoing advice,
- demanding needs and regulation of the Finance Industry in Australia and New Zealand (ANZ),
- the migration of existing customers, contacts, and loans on the go-live date.

They had tried other solutions, but after engaging with the team from Dynamic Aspect as their Microsoft partner, they selected the proven

combination of Dynamics 365 Business Central and Loans App. During implementation Dynamic Aspect, a long time, and highly regarded Microsoft Dynamics 365 Business Central Partner had previously identified and tested with Solitea team the bona fides of the Express Apps Financial Services portfolio of offerings. When approached by CB Finance for a robust and proven solution in this space, it was a natural move to present a solution that would meet their needs.

The main challenge was to combine functions of Business Central, Loans Express, and other CB applications in the most efficient way. In the implementation, there are a lot of complex workflows such as Statement generation - all Contracts and Financial Legal Documents are generated outside of the system, but the copies of these documents are attached to the Loan Card of the Loan they apply to.

Regardless, with a team with a keen understanding and knowledge of the capabilities of the solution, the implementation was delivered on budget - and on time.

The best combination

Dynamics 365 Business Central and OneCore Loans App cover a wide range of loan management activities of CB Finance

Component / Element	Description
Business Central	
Bank Feed	Banking Import Actions via CSV.
Customer Receipts	Payment Journal / Customer Ledger.
Customers	Customer / Borrower's Details.
Contacts	Contacts for "Customers/Borrower". Multiple Contacts possible for each Customer.
Interactions	Customer / Borrower Interactions stored and tied to the Loan (Loan Card). Customer Relations Management (CRM).
Loans Express	
Loan Card	All Loan Card information Stored per Loan. Multiple loans for the same Customer(s) possible.
Payment Calendar	Payment Calendar is the daily loan view (see attached mock-up example Excel Worksheet).
Archive	Archived Loan Calendars for Loan Card. Multiple Archives.
Active	The Active Loan Calendar (Current Active Loan View).
Statement (Reports)	Loan Statement Report and Statement Generation.
Contracts (Reports)	Contract Document Generation (Start of Loan, Extension of Loans, Loan Settlement).
Notifications and Reminders	Notification and Reminder Tasks (Met on condition and schedule).

The above components are complemented by the Outgoing Emails functionality for managing outgoing email messages.

TOP benefits of the solution

Today, the combination of Dynamics 365 Business Central and Loans App forms an integral part of CB Finance's day-to-day activities. The company is extremely satisfied with the system, as confirmed by the words of IT Manager Ahron Johnson:

"Working with Dynamic Aspect, and a proven but modern and sophisticated financial solution built on Microsoft's Dynamics 365 Business Central platform and Solitea's Express Apps, we're excited about leading in the market with a solution that will serve the complex requirements of our clients whilst keeping our own operations streamlined and leading edge"

These are TOP 3 areas which they benefit the most from:

1) CUSTOMIZABLE PAYMENT CALENDAR

1

It provides a single, coherent, and effective "Top-Down View" of all Loans. The fields of the payment calendar are completely customisable for the user, and are able to be filtered and exported into Excel.

LOAN TYPES

2

The loan management solution allow you to create your own templates with predefined parameters which ensures faster calculation process. CB Finance work mainly with Capitalised Interest, Prepaid Interest, Monthly Compounding Interest and Interest and Principal payments.

FLEXIBLE INTEREST SET UP

2

The system provides flexibility to change interest at any point in the Loan Lifecycle (with the ability for recalculation of the loan payment calendar if needed). If necessary, it is also possible to convert loans between standard and concessional interest rates. These can be changed at the beginning of the loan and at any time thereafter.

In addition to the above, CB Finance also highlights the following features of the solution:

- ✓ the ability to Pay Down Loans or Settle Loans at any point during the Loan Lifecycle,
- ✓ the ability to be able to “Draw Down” a Loan, as in extend the loan principal amount and loan additional funds on the same loan – managed by Funding Express,
- ✓ the ability to easily calculate a pay-out settlement figure of a loan accurately at any point in the Loan Lifecycle,
- ✓ audit Trails,
- ✓ calculate Loan-to-Value Ratio.



About CB Finance

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About Seyfor

Seyfor provides its services to more than 250,000 satisfied business customers in 15 countries for whom it is able to cover up to 100% of their needs in the area of information technologies and systems. It currently employs over 1,200 people and aspires to become the European leader in the area of business information systems. Solitea is the holder of the highest partnership level Microso Gold Certified Partner and is a certified supplier of its in-house solutions for Dynamics 365 technologies.

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