Session 16 Questions and Answers

Recordings can be viewed at https://www.meridianlink.com/events/user-forum-2020

Session 16 – Business Lending and Home Equity Road Map for LoansPQ PLUS Combo App Digital Capabilities for Both

Many new features and functionality have been added to the LoansPQ Business and Home Equity modules based on gap analysis between current legacy LOS capabilities. The presentation includes current state and future plans for these modules as well as how Application Portal's Combination Application allows you to accept home equity and business applications digitally.

Q. Will SBA products be added to the BL module? Direct integration with the small business administration?	A. If MeridianLink (ML) adds full SBA 7(a) support, we will add SBA products to the BL module and expand our SBA E-Tran integration for SBA applications.
Q. Will similar 'spreads' be added for consumer loans?	A. Currently, there are no plans to add spreads to the consumer modules. We will add this to our idea backlog for potential future inclusion.
Q. When was it possible to load home equity into pre-approvals?	A. Pre-approval for Home Equity was added in quarter 4 of 2019.
Q. Is the home equity pre-approval part of the modern experience in 2021 or can it be used in the current environment?	A. It can be used in the classic environment and will be usable in the modern experience as well.
Q. Do you offer support with LaserPro for Business accounts?	A. Yes, LaserPro is available for all loan types in LoansPQ (LPQ).

Q. Are there any plans to add a Cash Flow Analysis to LPQ?	A. We will add this to our idea backlog for potential future inclusion for business lending.
Q. Does the new Business section for Indirect Lending have new XML fields that would be included in the XML Vehicle Schemes that are pulled in our data server that we report on?	A. The new business section for IVL will be reflected in the XML fields today, and we will include it in the custom report module in the future.
Q. Are these improvements live today or do you need to contact ML to get them into the system?	A. Yes, these improvements are available today.
Q. If you hide the financial page, does that also hide in Application Portal (AP)?	A. Good question. AP does not have the Financial page information collected, as we want to maintain AP as a quick experience for applicants.
Q. As I understand DocuSign is developing E-Notary features through their primary website, does ML intend to integrate E-Notary in their e-sign tool box?	A. We're open to adding it when it becomes available.
Q. Will we be able to turn off personal applicant financial questions for business loans?	A. We are exploring the possibility of a future enhancement to hide this information.
Q. Are you working in collaboration with LendingQB (LQB) to make your Home Equity module have parity with their module?	A. We are going to integrate LPQ with LQB in the future to provide a more unified experience so each platform can focus on its respective strength.
Q. Can the Business Loan Information section be exposed to members via the app portal so they complete the information?	A. Currently, it is not available. We want to focus the Business Loan experience in Application Portal to be streamlined.
Q. Will we be able to turn off personal applicant financial questions for business loans?	A. We are exploring the possibility of a future enhancement to hide this information.
Q. What do I search for in the Knowledge Base for the credit attributes list and how to set it up?	A. Please search for 'Credit Attribute List' in Knowledge Base.
Q. Have you considered adding the Business improvements in the financial page for Consumer Lending by changing the screen to business owner?	A. We will consider this for potential future inclusion in LPQ.
Q. We are not doing Business Lending. What resources would you recommend we start with to get into this?	A. We recommend contacting your Partner Success Manager, who can connect you with other client references to discuss how they spun up a Business Lending program.
Q. Are there any plans on incorporating compliance engine into the platform?	A. Currently, there are no plans to incorporate a compliance engine into LPQ. For the most robust home equity support with a compliance engine
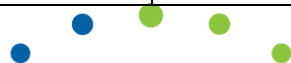
	integration, we recommend our mortgage LOS, LendingQB (LQB).
Q. Are the additional credit attributes only for HELOC applications?	A. Credit attributes can be used for other lending applications as well.
Q. Will CUDL be added to the indirect Vehicle applications?	A. CUDL does not offer integration for the business indirect, but we are open to adding this once they make it available.
Q. Is there a sunset date for V1?	A. Not at this time, but there will be one in the future.