Credit Proposal User Guide

Oracle Banking Credit Facilities Process Management

Release 14.4.0.0.0

Part No. F29963-01 March 2020



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Chapter 1 - Preface

Preface

About this guide

This guide provides the user with all the information necessary to perform credit proposal process in OBCFPM.

Intended Audience

This document is intended for the banking personnel responsible for performing credit proposal process for the corporate customer.

Conventions Used

The following table lists the conventions that are used in this document:

| Convention | Description |
|------------|---|
| Italic | Italic denotes a screen name |
| Bold | Bold indicatesField nameDrop down optionsOther UX labels |
| | This icon indicates a note |
| Y | This icon indicates a tip |
| | This icon indicates a warning |

Chapter 1 - Preface

Common Icons in OBCFPM

The following table describes the icons that are commonly used in OBCFPM:

| Icons | Icon Name |
|-------|-------------------------------|
| * | Add icon |
| Ė | Calendar icon |
| o | Configuration / settings icon |
| B. | Delete icon |
| Ø | Edit icon |

Chapter 2 - Overview

About Credit Proposal

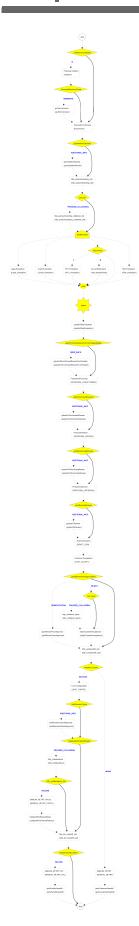
Credit proposal is the process of creating and evaluating the application for lending credit facility to a corporate customer. During this process, various information about the organization is captured and evaluated to determine the credit worthiness of the customer.

Credit Proposal Stages

In OBCFPM, credit proposal application is passed through different stages from proposal initiation to draft generation. Each of these stages can either be performed by a same person or different banking personnel based on the bank's structure.

The following flow diagram illustrates the different stages in Credit Proposal process:

Chapter 2 - Overview



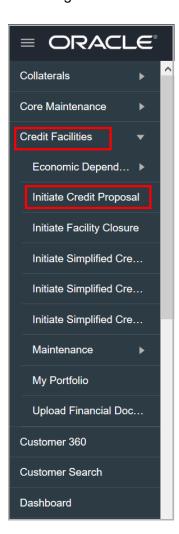
Proposal Initiation

In this stage, credit proposal application can be created by capturing basic information about the organization and its connected parties (child organization) and then sent for enrichment process.

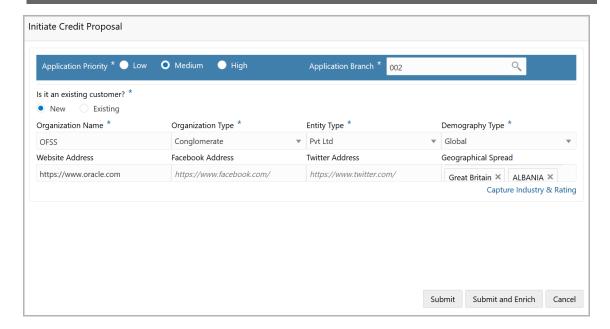
To initiate credit proposal, perform the following steps:

Steps to initiate credit proposal

1. Login to OBCFPM.



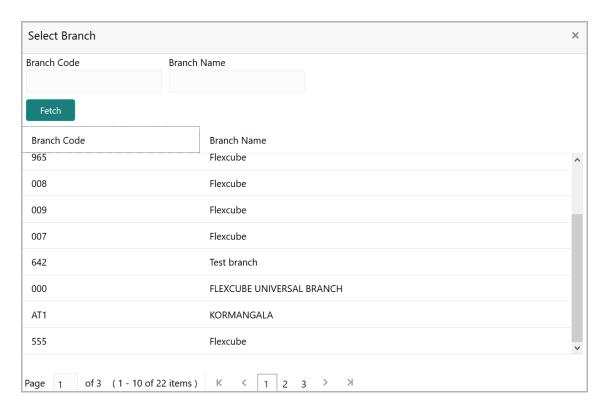
2. Navigate to **Credit Facilities > Initiate Credit Proposal**. *Initiate Credit Proposal* window appears:



Creating Application

In Initiate Credit Proposal window:

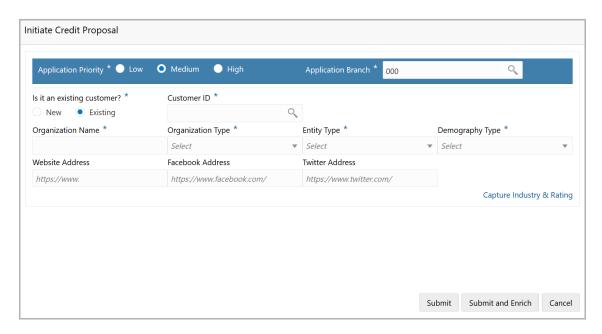
- 3. Select the **Application Priority** based on the customer requirement. The options available are **Low**, **Medium** and **High**.
- 4. Click search icon in the Application Branch field. Select Branch window appears:



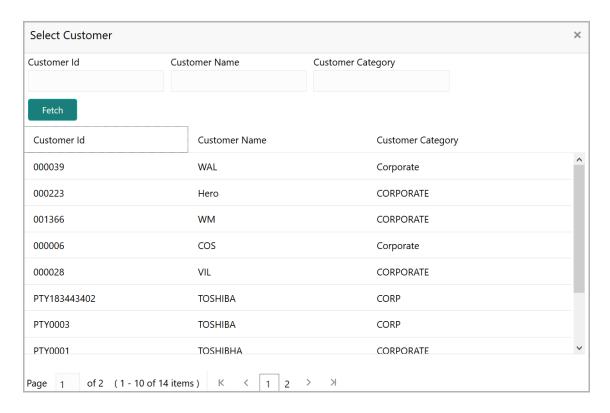
5. Click **Fetch**. Branch details appear.

- 6. Click the required **Branch Code** to add it to the Application Branch field.
- 7. In *Initiate Credit Proposal* window, select an option for **Is it an existing customer?** component. The options available are **New** and **Existing**.

Upon selecting the **Existing** option, **Customer ID** field appears as shown below:

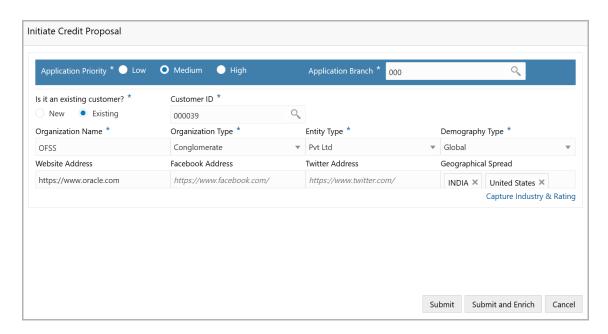


8. Click search icon in the Customer ID field. Select Customer window appears:



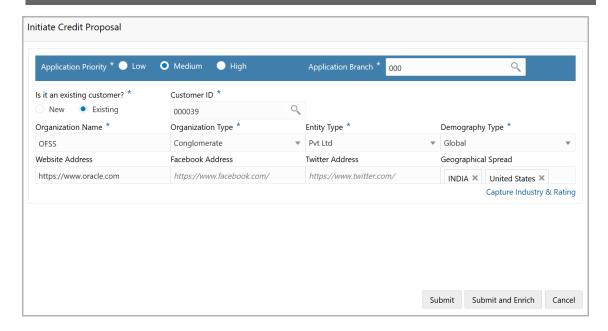
9. Click **Fetch**. Customer details appear.

10. Click the **Customer Id**. Selected ID is added to the **Customer ID** field as shown below:

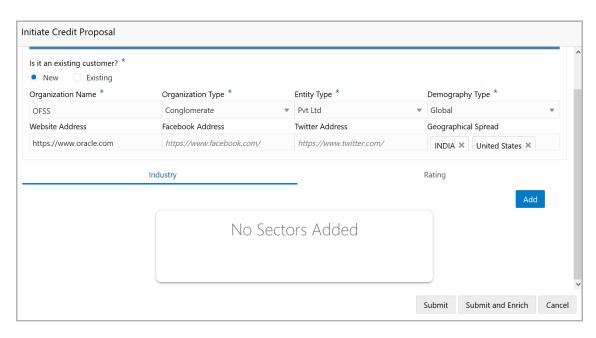


- 11. Type the Organization Name.
- 12. Select the **Organization Type** from the drop down list. The options available are **Single** and **Conglomerate**.
- 13. Select the **Entity Type** from the drop down list. The options available are **Proprietorship**, **Pvt Ltd**, **Public Ltd**, **Govt Owned**, **Trusts**, **Clubs**, **Society**, **Associations**, **Limited Liability Partnership**, **Foreign Bodies**, **NGO** and **Others**.
- 14. Select the **Demography Type** from the drop down list. The options available are **Domestic** and **Global**.

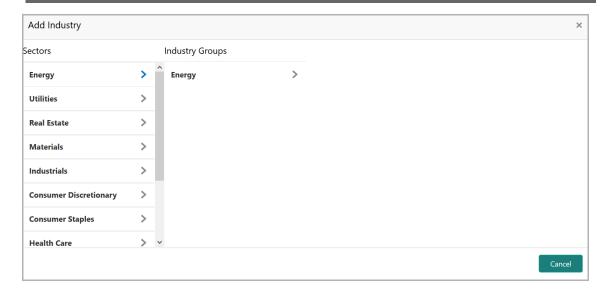
Upon selecting Global option, Geographical Spread field appears as shown below:



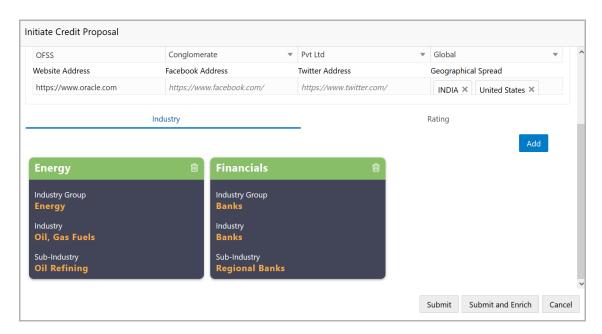
- 15. Search and select all the countries in which the organization is operating as **Geographical Spread**.
- 16. Type the following addresses in respective fields:
 - Website Address
 - · Facebook Address
 - Twitter Address
- 17. To capture industry and rating details of the organization, click **Capture Industry & Rating** link. Industry section expands as shown below:



18. Click Add. Add Industry window appears:



- 19. Select a sector of the organization. Available **Industry Groups** appear.
- 20. Select the **Industry Group** of the organization. Available **Industries** appear.
- 21. Select the Industry of the organization. Available **Sub-Industries** appear.
- 22. Select the sub-industry of the organization. Industry details are added and displayed in Industry section as shown below:



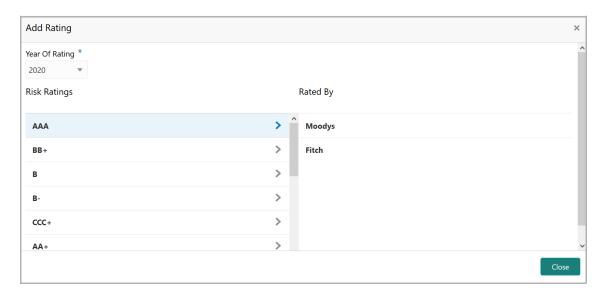
23. To delete the added industry, click the delete icon.



If the organization is into different sectors, all the sector details can be captured while initiating credit proposal. To add another sector information, click add and capture the information again.

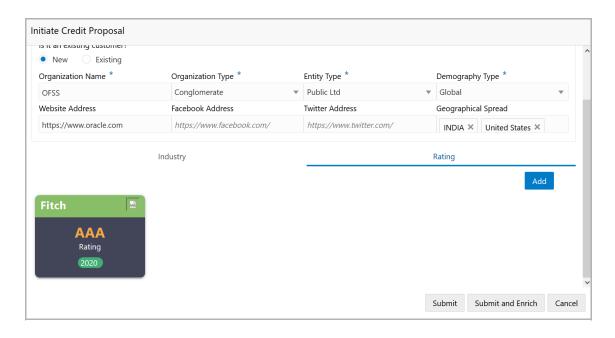
The industry added first will be considered as the default industry.

24. To add the rating information, click Rating tab and then click **Add**. *Add Rating* window appears:



- 25. Select the following details:
 - Year Of Rating
 - Risk Ratings
 - Rated By

Upon selection of the above details, the rating is added and displayed in the ratings section as shown below:



26. To delete the added rating, click the delete icon.



If the organization is rated by different rating firms, all the rating information can be captured while initiating credit proposal. To add another rating information, click add and capture the information again.

27. To submit the application for enrichment, click **Submit**. A unique application number is assigned to the application for easy identification.

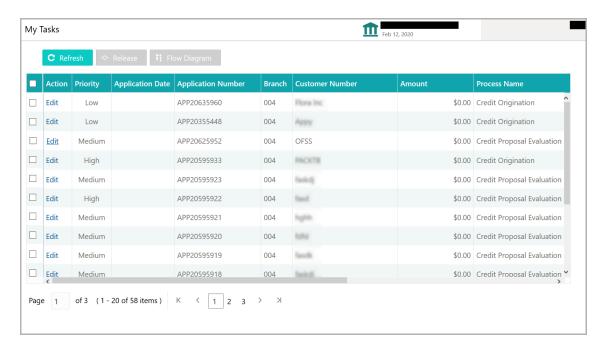


During customer (child party) creation, **Create** button appears instead of **Submit**, **Submit and Enrich**, and **Cancel** buttons. Click **Create** to add customer for the organization.

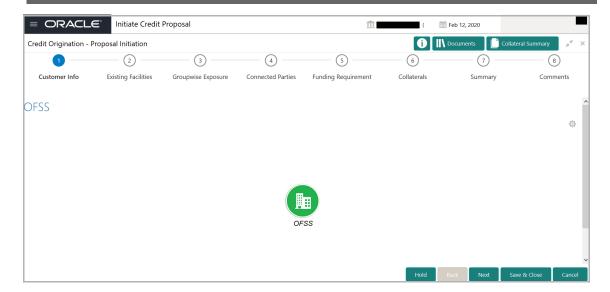
Enriching Application

OBCFPM allows the user to enrich the already submitted application at any time or enrich the credit application to be submitted during the application creation process itself.

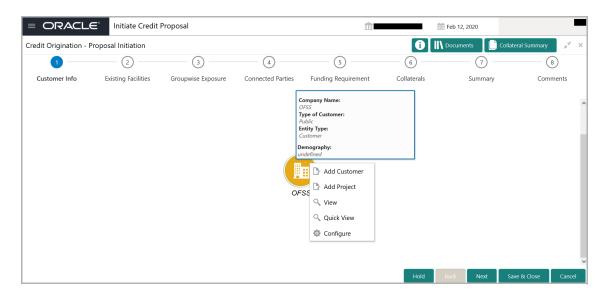
28. To enrich the already created application, navigate to **Tasks > My Tasks**. **My Tasks** page appears:



- 29. Select the application and click **Edit.** Credit Proposal Evaluation Process Enrichment page appears.
- 30. To enrich the application after application creation process, click the **Submit and Enrich** button in **Initiate Credit Proposal** window. *Credit Origination Proposal Initiation* page appears:



Mouse hovering on the organization icon displays the basic information about the organization.



- 31. Right click on the organization icon to perform the following actions:
 - Add Customer
 - · Add Project
 - View
 - Quick View
 - Configure

The following table describes the functionality of each actions listed above:

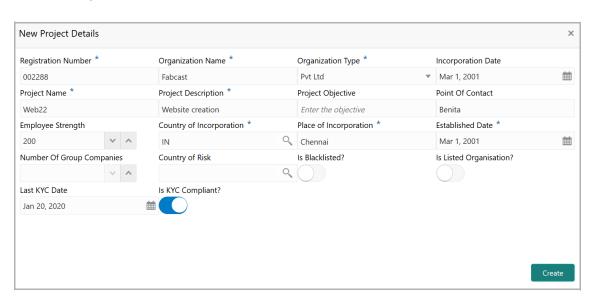
| Actions | Functionality |
|-----------------|--|
| Add Customer | Displays Customer Details window to add customer of the organization |
| Add Project | Displays New Project Details window for adding project details of the organization |
| View | Displays the <i>Customer Details</i> window for viewing organization details |
| Quick View | Displays <i>View Entity Details</i> window |
| Configure | Displays the <i>Customer Details</i> window for modifying organization details |

32. To add a customer (child party) of the organization (party), click **Add Customer**. *Customer Details* window appears. Refer Creating Application section for information on adding customer.



After creating the customer, right click the customer icon to **Add Customer** for the customer, **Add Project** details of the customer, **View** the customer details, **Quick View** the customer details, **Configure** the customer information and **Delete** the customer if required.

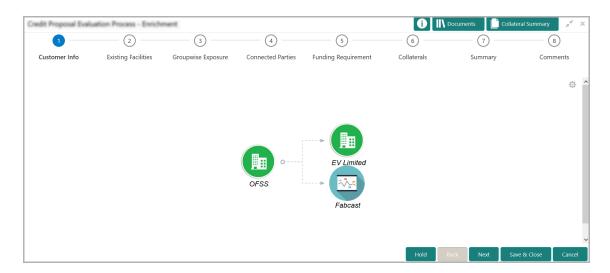
33. To add project details of the organization, right click the organization icon and click **Add Project**. *New Project Details* window appears:



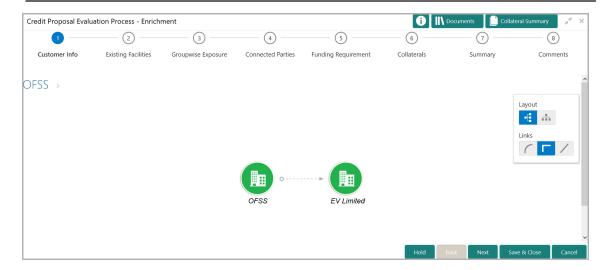
In the *New Project Details* window, details about the projects taken by the organization can be captured to evaluate the organization's creditworthiness.

34. Type the **Registration Number** of the organization.

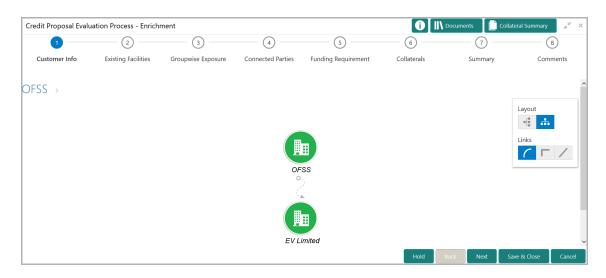
- 35. Type the Organization Name.
- 36. Select the **Organization Type** from the drop down list.
- 37. Click the calendar icon and select the **Incorporation Date** of the organization.
- 38. Type the **Project Name**.
- 39. Type the Project Description.
- 40. Type the Project Objective.
- 41. Type the name of the person responsible for the project in **Point Of Contact** field.
- 42. Select / type the number of employees assigned for the project in **Employee Strength** field.
- 43. Search and select the **Country Of Incorporation** for the project.
- 44. Type the **Place Of Incorporation** for the project.
- 45. Click the calendar icon and select the organization **Established Date**.
- 46. Select / type the **Number Of Group Companies** involved in this project.
- 47. Search and select the countries that are in risk due to the project in **Country Of Risk** field.
- 48. Enable **Is Blacklisted?** switch, if the organization is blacklisted.
- 49. Enable **Is Listed Organization?** switch, if the organization is not blacklisted.
- 50. Click the calendar icon and select the Last KYC Date of the organization.
- 51. Enable **Is KYC Compliant?** switch, if the organization is KYC compliant.
- 52. Click Create. Project is added and displayed as shown below:



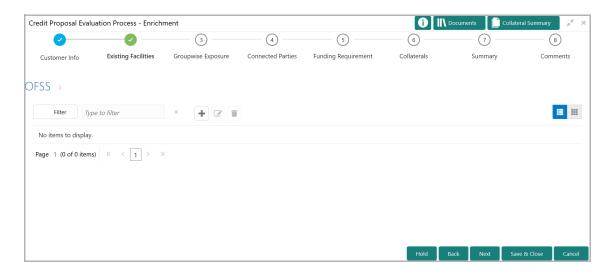
- 53. To **View**, **Quick view**, **Configure** and **Delete** the project information, right click the project icon and click the respective option.
- 54. To **View**, **Quick view**, and **Configure** the organization information, right click the organization icon and click the respective option.
- 55. To change the layout of the tree view, click the settings icon at the right corner. Layout options appear as shown below:



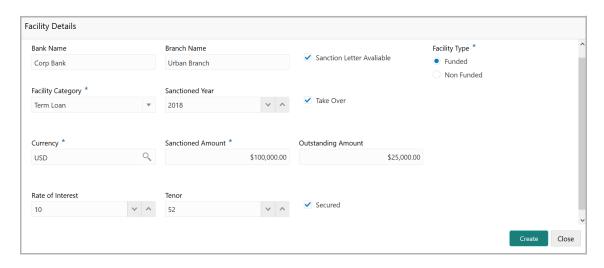
56. Click the required **Layout** and **Link** option. Layout is changed as shown below:



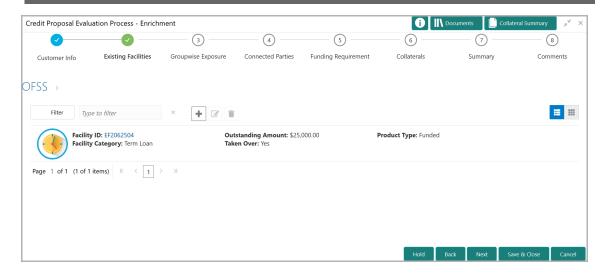
57. To go to the next stage, click **Next**. *Existing Facilities* page appears:



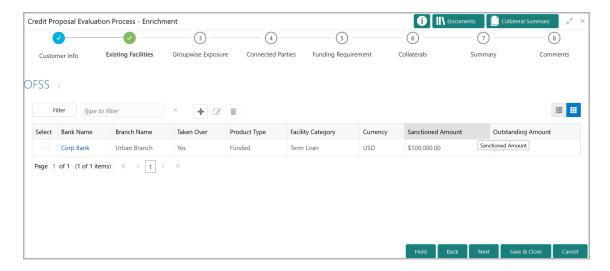
58. To add details about the existing facilities received by the organization from other banks, click the add icon. *Facility Details* window appears:



- 59. Type your Bank Name and Branch Name.
- 60. Enable the **Sanction Letter Available** check box, if sanction letter is available for the existing facility.
- 61. Choose the Facility Type. The options available are Funded and Non-Funded.
- 62. Select the Facility Category from the drop down list.
- 63. Type the year in which the existing facility is sanctioned in the **Sanctioned Year** field.
- 64. Enable **Take Over** check box to add the existing facility in funding requirement (stage 5).
- 65. Search and select the **Currency** offered as the existing facility.
- 66. Specify the amount sanctioned as existing facility in **Sanctioned Amount** field.
- 67. Specify the **Outstanding Amount** to be paid by the organization.
- 68. Specify the **Rate of Interest** at which the existing facility is offered.
- 69. Specify the **Tenor** of the existing facility.
- 70. Enable **Secured** check box, if the existing facility is secured with collateral.
- 71. Click Create. Existing facility is added and displayed as shown below:



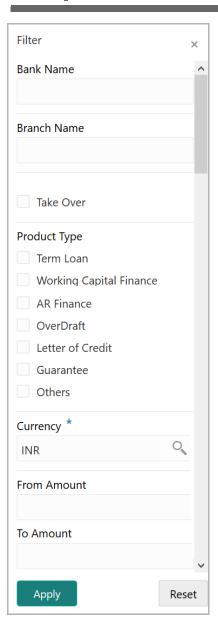
72. To change the list view to table view, click the table view icon at the right corner. View is changed as shown below:





If the organization has availed more than one facility from any bank, add all the existing facilities information by clicking add icon again.

73. To filter the required facility from all the available existing facilities, click **Filter** button. *Filter* window appears:

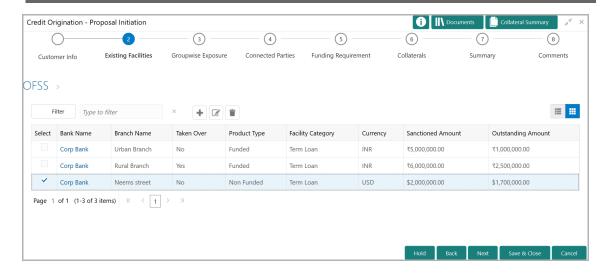


- 74. Type and / or select the filter parameters.
- 75. Click **Apply**. Existing facilities that matches the filter parameters are displayed.
- 76. To filter the existing facilities using single filter parameter, type the parameter directly in **Type to filter** text box.

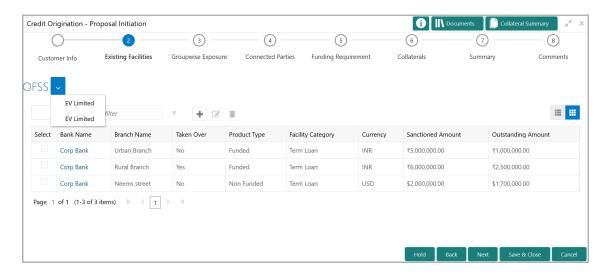


Minimum 3 characters need to be entered in the Type to filter text box to filter the facilities.

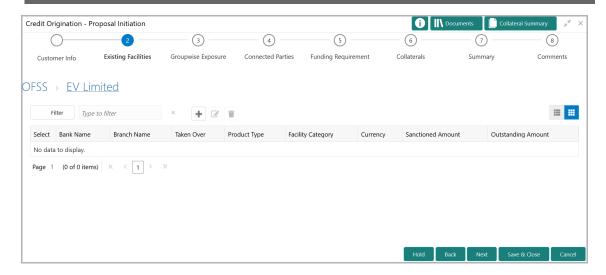
77. To edit the existing facility information, **Select** the required facility from the list. Edit icon is enabled as shown below:



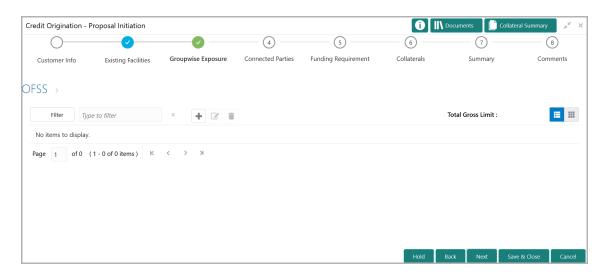
- 78. Click the edit icon. Facility Details window appears.
- 79. Modify the required information and click Save.
- 80. To delete the existing facility information, Select the facility and click delete icon.



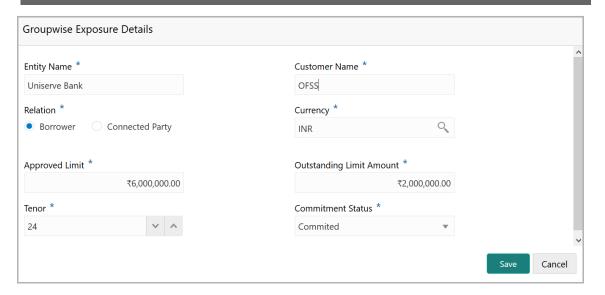
- 81. To add existing facilities detail of the organization's customer (party's child party), click the arrow next to the organization name in the top left corner. Child party list appears.
- 82. Select the required child party. *Existing Facilities [organization name] > [customer name]* page appears:



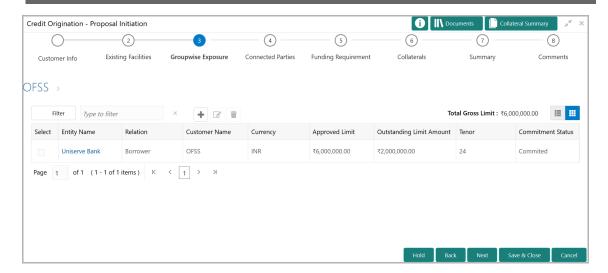
83. Add the existing Facility information of the customer and click **Next**. *Groupwise Exposure* page appears:



84. To add the groupwise exposure details, click add icon. *Groupwise Exposure Details* window appears:



- 85. In **Entity Name** field, enter the name of bank from which the organization has availed facility.
- 86. In **Customer Name** field, enter the name of the party or the child party.
- 87. Select the **Relation** as **Borrower**, if party name is provided in the **Customer Name** field. If child party name is provided in the **Customer Name** field, select the **Relation** as **Connected Party**.
- 88. Search and select the **Currency** in which the facility is offered from the mentioned bank.
- 89. Specify the following details about the facility:
 - Approved Limit
 - · Outstanding Limit Amount
 - Tenor
- 90. Select the **Commitment Status** from the drop don list. The options available are **Committed** and **Uncommitted**.
- 91. Click **Save**. Groupwise exposure details are added and displayed as shown below:

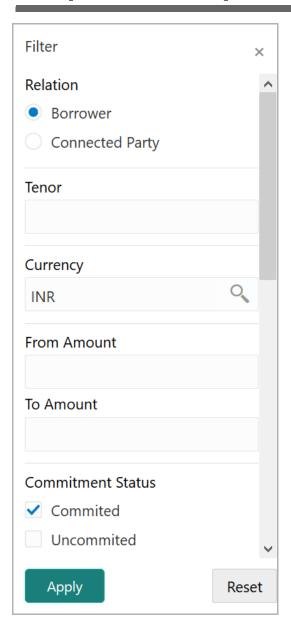


92. To change the table view to list view, click the list view icon at the right corner.



If the organization or its connected party has availed facility from more than one bank, add all the groupwise exposure details by clicking add icon again.

93. To filter the required groupwise exposure from the list, click **Filter** button. *Filter* window appears:



- 94. Type and / or select the filter parameters.
- 95. Click **Apply**. Existing groupwise exposure that matches the filter parameters are displayed.
- 96. To filter the groupwise exposure using single filter parameter, type the parameter directly in **Type to filter** text box.



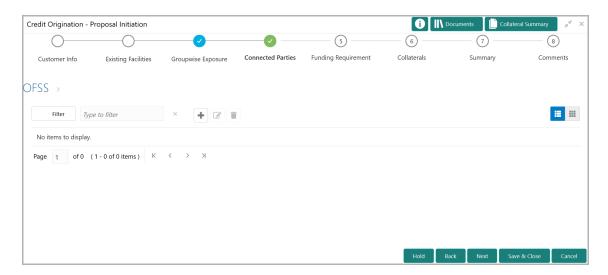
Minimum 3 characters need to be entered in the Type to filter text box to filter the groupwise exposure.

- 97. To edit the groupwise exposure information, **Select** the required exposure from the list. Edit icon is enabled.
- 98. Click the edit icon. *Groupwise Exposure Details* window appears.

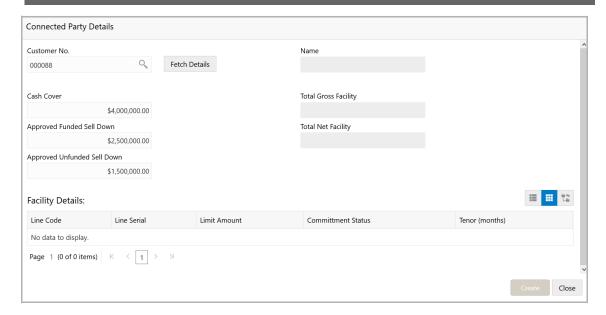
- 99. Modify the required information and click Save.
- 100. To delete the groupwise exposure information, **Select** the exposure and click delete icon.
- 101. To add groupwise exposure detail of the organization's customer, click the arrow next to the organization name in the top left corner. Customer list appears.
- 102. Select the required customer. *Groupwise Exposure [organization name] > [customer name]* page appears.
- 103. Add the groupwise exposure information of the customer and click **Next**. *Connected Parties* page appears.

Connected Parties

If the connected party of the organization is already linked with your bank, the connected party information can be added during proposal evaluation.



104. To add information about the organization's connected parties, click the add icon. *Connected Parties Details* window appears:

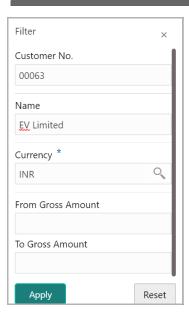


- 105. Search and select the Customer No of the party connected with the organization.
- 106. Click **Fetch Details**. Following details about the connected party are fetched and displayed:
 - Name
 - Total Gross Facility
 - Total Net Facility
 - · Cash Cover
 - · Approved Funded Sell Down
 - Approved Unfunded Sell Down
 - · Facility Details
- 107. To change the view of **Facility Details**, click the required icon from List View, Table View and Tree View icons.
- 108. Click **Create.** Connected party details are added and displayed in the *Connected Parties* page.
- 109. To change the table view to list view, click the list view icon at the right corner.



If the organization has more than one connected party in your bank, add all the connected parties details by clicking add icon again.

110. To filter the required connected party from the list, click **Filter** button. *Filter* window appears:

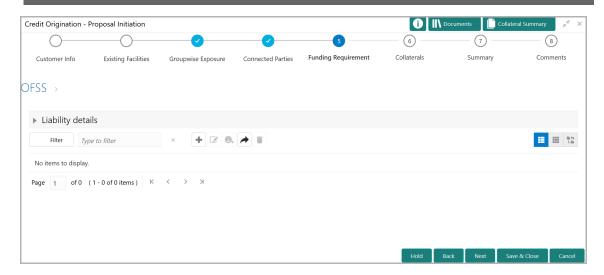


- 111. Type and / or select the filter parameters.
- 112. Click **Apply**. Connected parties that matches the filter parameters are displayed.
- 113. To filter the connected parties using single filter parameter, type the parameter directly in **Type to filter** text box.



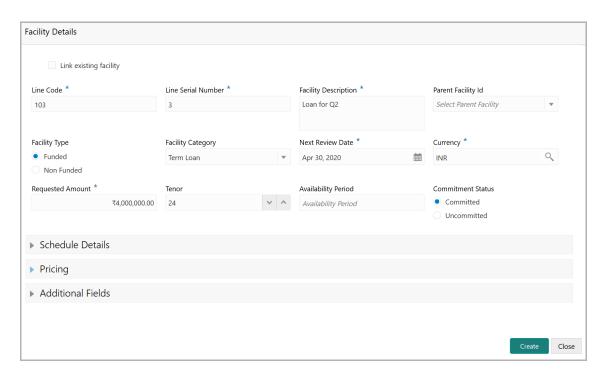
Minimum 3 characters need to be entered in the Type to filter text box to filter the connected parties.

- 114. To edit the connected party details, **Select** the required party from the list. Edit icon is enabled.
- 115. Click the edit icon. Connected Party Details window appears.
- 116. Modify the required information and click Save.
- 117. To delete the connected party, **Select** the party and click delete icon.
- 118. To add connected party details of the organization's customer, click the arrow next to the organization name in the top left corner. Customer list appears.
- 119. Select the required customer. *Connected Parties [organization name] > [customer name]* page appears.
- 120. Add the connected party details of the customer and click **Next**. *Funding Requirement* page appears.



If the **Take Over** check box is selected while adding existing facility, the added existing facility is displayed in the *Funding Requirement* page.

121. To add the funding requirement of the organization, click the add icon. *Facility Details* window appears:



122. To link the existing facility with the funding requirement, enable the **Link existing** facility check box.

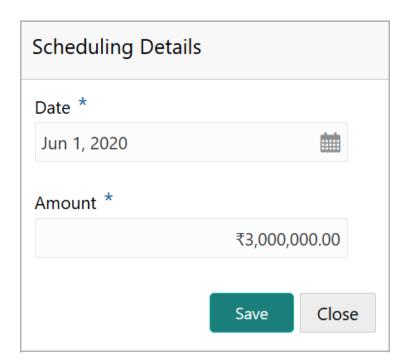
To add a new funding requirement:

- 123. Type the Line Code.
- 124. Type the Line Serial Number.
- 125. Type the **Facility Description**.

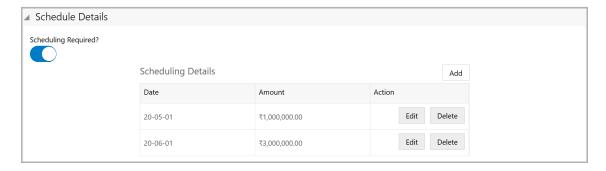
- 126. Select the Parent Facility Id from the drop down list.
- 127. Choose the Facility Type. The options available are **Funded** and **Non Funded**.
- 128. Select the Facility Category.
- 129. Click the calendar icon and select the **Next Review Date** for the facility.
- 130. Search and select the **Currency** in which the facility has to be offered.
- 131. Specify the amount requested by the organization in Requested Amount field.
- 132. Type the **Tenor** for the facility.
- 133. Specify the **Availability Period** for the facility.
- 134. Choose the **Commitment Status** for the facility. The options available are **Committed** and **Uncommitted**.
- 135. To add the details of the payment to be made on schedule basis, click and expand **Schedule Details** section.



- 136. Enable the **Scheduling Required?** switch. **Add** button appears.
- 137. Click the **Add** button. *Scheduling Details* window appears:



- 138. Click the calendar icon in **Date** field and schedule the part of facility payment.
- 139. Specify the **Amount** to be paid to the organization on the scheduled date.
- 140. Click **Save**. Scheduling details are added and listed as shown below:



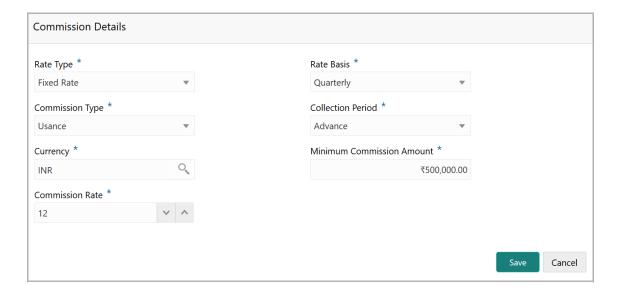
- 141. To add another scheduling detail, click the **Add** button again.
- 142. To edit the scheduling detail, click the **Edit** button.
- 143. To delete the scheduling detail, click the **Delete** button.
- 144. To add pricing detail for the facility, click and expand the **Pricing** section.

If **Facility Type** is selected as Non Funded, Commission and Charges can be added in the Pricing section.

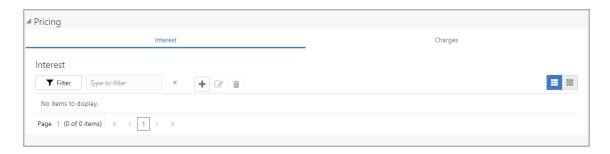
If **Facility Type** is selected as Funded, Interest and Charges can be added in the Pricing section.



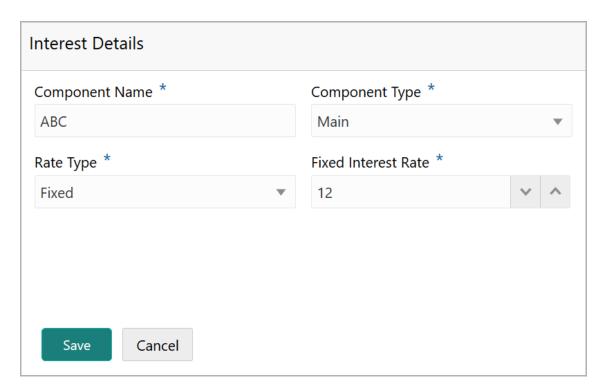
145. To add commission details, click the add icon. *Commission Details* window appears:



- 146. Select the Rate Type from the drop down list.
- 147. To specify the frequency of collecting the commission, select the **Rate Basis** from the drop down list.
- 148. Select the **Commission Type** from the drop down list.
- 149. Select the Collection Period from the drop down list.
- 150. Search and select the **Currency** in which the commission has to be collected from the organization.
- 151. Enter the **Minimum Commission Amount** and the **Commission Rate** in the respective fields.
- 152. Click Save. Commission details are added and listed in Commission tab.
- 153. To cancel the operation, click Cancel.

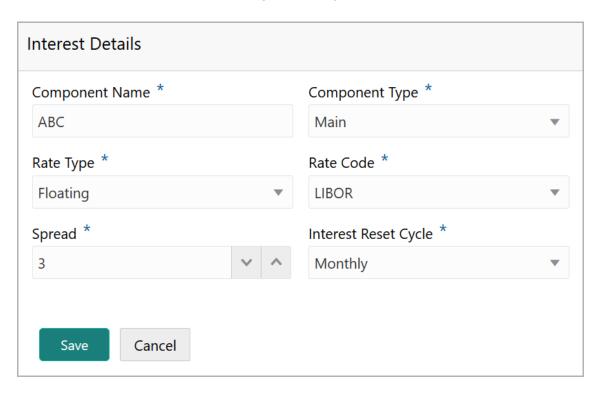


154. To add interest details, click the add icon in **Pricing - Interest** section. *Interest Details* window appears:



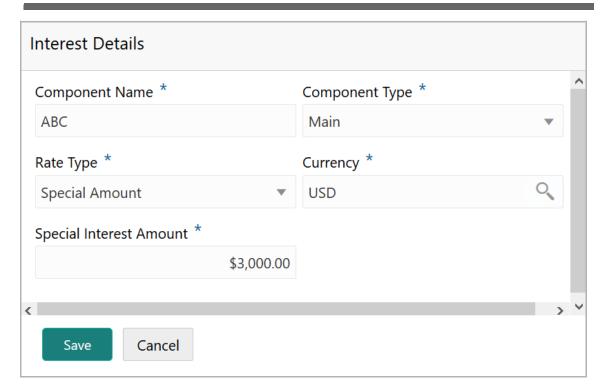
155. Type a name for the interest in **Component Name** field.

- 156. Select the **Component Type** from the drop down field.
- 157. Select **Rate Type** from the drop down field. The options available are: Fixed, Floating and Special Amount.
- 158. If Fixed is selected as **Rate Type**, specify the **Fixed Interest Rate**.

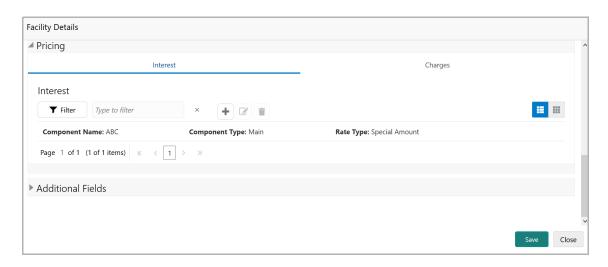


159. If Floating is selected as **Rate Type**, type / select the following details:

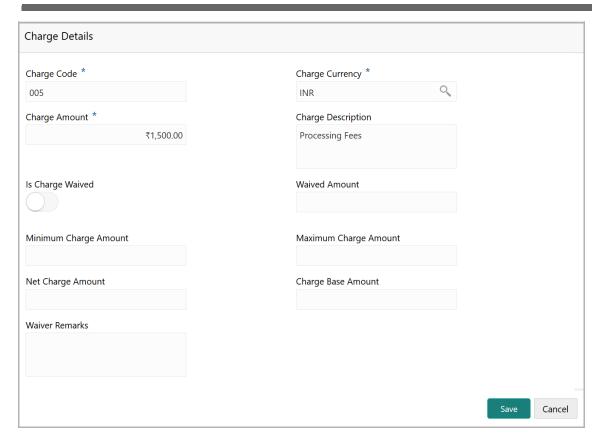
- · Rate Code
- Spread
- · Interest Reset Cycle



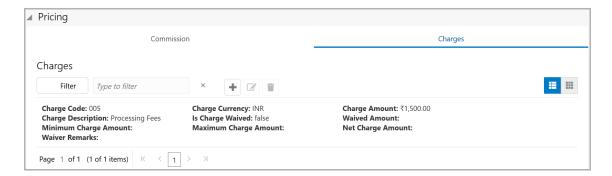
- 160. If Special Amount is selected as **Rate Type**, search and select the **Currency** and then specify the **Special Interest Amount**.
- 161. Click **Save**. Interest details are added and listed as shown below:



162. To add the charge details, click **Charges** tab in **Pricing** section and then click the add icon. **Charge Details** window appears:



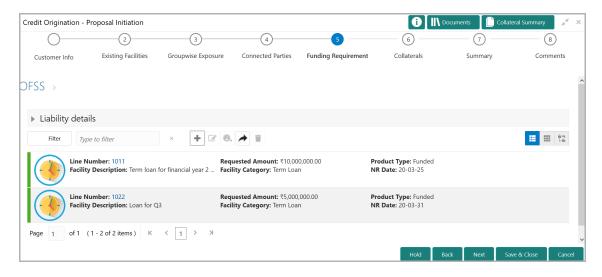
- 163. Type the **Charge Code** to mention the type of charge.
- 164. Search and select the **Charge Currency**.
- 165. Specify the Charge Amount for the facility.
- 166. Type the Charge Description.
- 167. Enable Is Charge Waived switch, if waiver can be claimed for this charge.
- 168. Enter the following details in respective fields:
 - Waived Amount
 - Minimum Charge Amount
 - · Maximum Charge Amount
 - Net Charge Amount
 - · Charge Base Amount
 - · Waiver Remarks
- 169. Click **Save**. Charge details are added and listed as shown below:



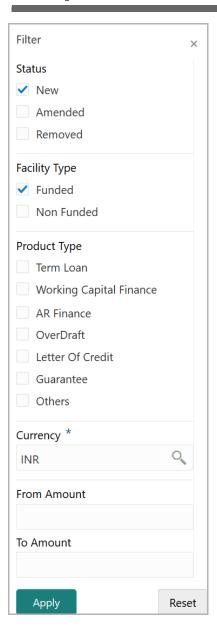


To add more charges for the facility, click the add icon again and provide the charge details.

- 170. To edit the charge details, click the added charge and then click the edit icon.
- 171. To delete the charge details, click the added charge and then click the delete icon.
- 172. To change the list view to table view, click the table icon at the right corner.
- 173. In the *Facility Details* window, click **Create**. Facility is created and listed as shown below:



174. To filter the required facility from the list, click **Filter** button. *Filter* window appears:



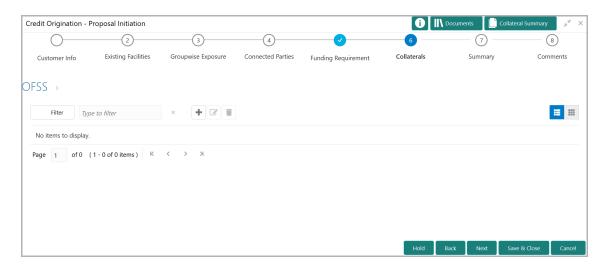
- 175. Type and / or select the filter parameters.
- 176. Click **Apply**. Facility that matches the filter parameters are displayed.
- 177. To filter the facility using single filter parameter, type the parameter directly in **Type to filter** text box.



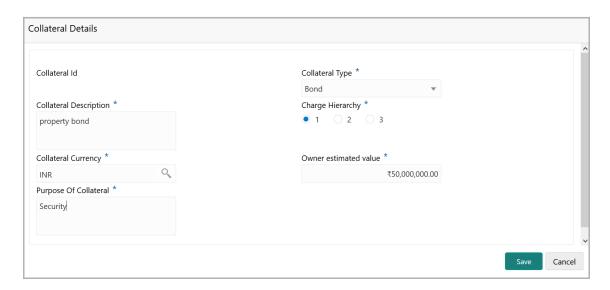
Minimum 3 characters need to be entered in the Type to filter text box to filter the facilities.

- 178. To edit the facility details, **Select** the required facility from the list. Edit icon is enabled.
- 179. Click the edit icon. Facility Details window appears.
- 180. Modify the required information and click **Save**.

- 181. To delete the facility, **Select** the facility and click delete icon.
- 182. To add facility details for the organization's customer, click the arrow next to the organization name in the top left corner. Customer list appears.
- 183. Select the required customer. Funding Requirement [organization name] > [customer name] page appears.
- 184. Add the facility details for the customer and click **Next**. *Collaterals* page appears.

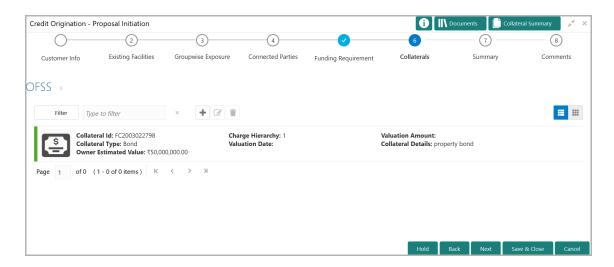


185. To add information about the collaterals submitted by the organization, click the add icon. *Collateral Details* window appears:



- 186. Select the collateral type from the drop down list.
- 187. Type the Collateral Description.
- 188. Choose the **Charge Hierarchy**.
- 189. Search and select the currency in which the collateral is evaluated from **Collateral Currency** search box.
- 190. Specify the **Owner estimated value** of the collateral.

- 191. Type the Purpose Of Collateral.
- 192. Click Save. Collateral details are added and listed as shown below:





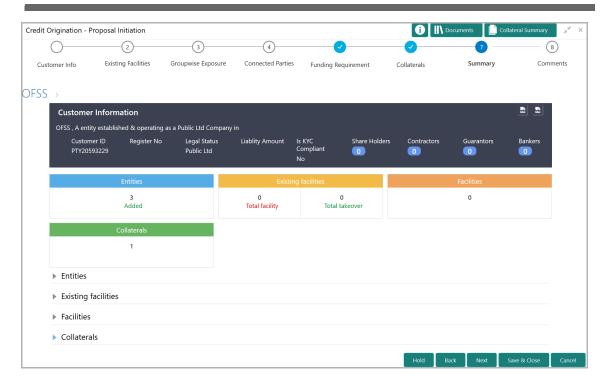
To add details about more collateral, click the add icon again and provide the details.

- 193. To filter the required collateral details from the list, click **Filter** button. *Filter* window appears.
- 194. Type and / or select the filter parameters.
- 195. Click **Apply**. Collateral details that matches the filter parameters are displayed.
- 196. To filter the collateral details using single filter parameter, type the parameter directly in **Type to filter** text box.



Minimum 3 characters need to be entered in the Type to filter text box to filter the collateral details.

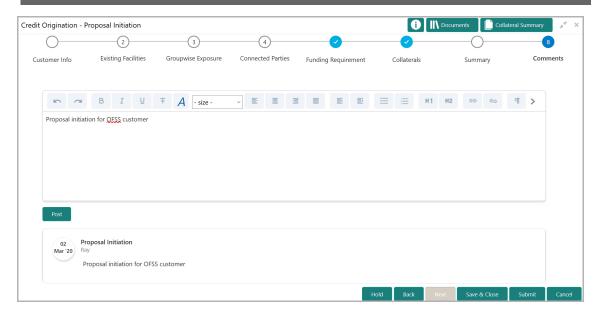
- 197. To edit the collateral details, click the added collateral detail and then click the edit icon.
- 198. To delete the collateral details, click the added collateral detail and then click the delete icon.
- 199. To change the list view to table view, click the table icon at the right corner.
- 200. To add collateral details for the organization's customer, click the arrow next to the organization name in the top left corner. Customer list appears.
- 201. Select the required customer. *Collaterals [organization name] > [customer name]* page appears.
- 202. Add the collateral details for the customer and click **Next**. *Summary* page appears:



The *Summary* page displays all the information added in the previous stages for verification.

- 203. Click and expand the following sections to verify the information:
 - Entities
 - · Existing Facilities
 - Facilities
 - Collaterals
- 204. If modification is not required, click **Next**.
- 205. To modify the provided information, click Back and edit the required information.

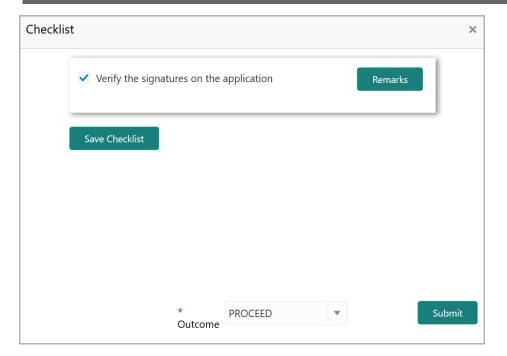
Upon clicking the **Next** button, **Comments** page appears:



The *Comments* page allows to capture the remarks for the overall process. Posted comments are displayed at the bottom of the page to enable the user in identifying the previous actions performed by them.

- 206. Type the necessary comments in the text box and click **Post**. Comment is posted.
- 207. To hold the credit proposal initiation process, click **Hold**.
- 208. To go back to the previous stage, click **Back**.
- 209. To save the process for future edit, click Save & Close.
- 210. To submit the enriched application for evaluation, click **Submit**.
- 211. To exit the process without saving the information, click **Cancel**.

Upon clicking the **Submit** button, **Checklist** window appears:



212. Select the Outcome as PROCEED and click Submit.

Upon submitting the credit proposal application, the application is moved to Proposal Enrichment stage.

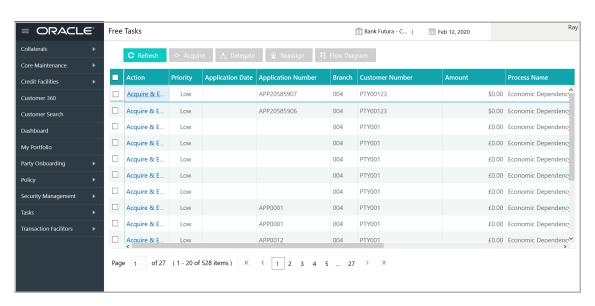
Proposal Enrichment

In this stage, credit proposal application can be further enriched by modifying the already added basic information or adding new information about the parent and child organizations.

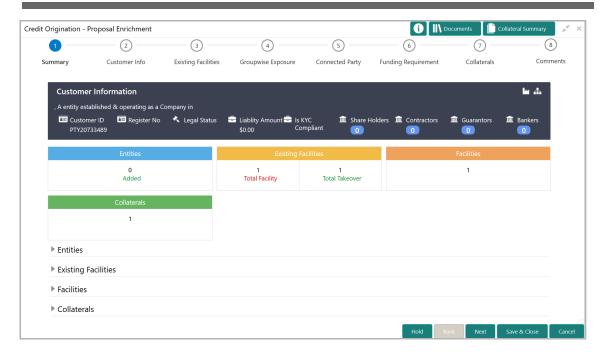
To enrich the credit proposal, perform the following steps:

Steps to enrich credit proposal

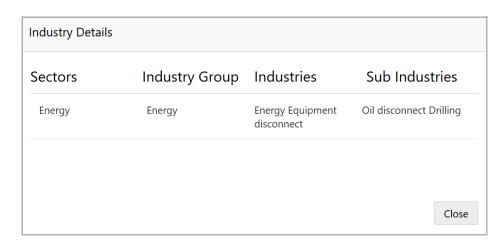
1. In OBCFPM, navigate to **Tasks > Free Tasks**. *Free Tasks* page appears:



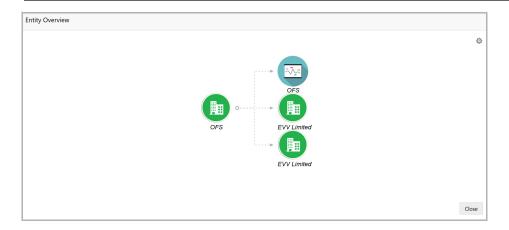
2. Select the required application with proposal enrichment as process name and click **Edit.** *Credit Origination - Proposal Enrichment* page summarizing the credit proposal application appears:



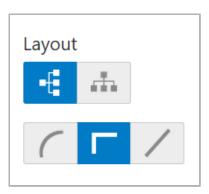
3. To view the sector and industry information, click the industry icon in **customer information** section. *Industry Details* window appears:



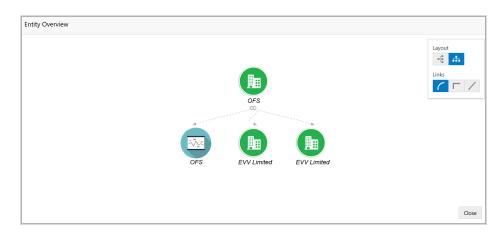
- 4. Click **Close** to exit the *Industry Details* window.
- 5. To view the overview of the organization, click the entity overview icon in **Customer Information** section. *Entity Overview* window appears:



6. To change the layout of the entity overview, click the configuration icon at the top right corner. *Layout* window appears:



7. Select the required layout. Entity Overview is changed to the selected layout as shown below:



- 8. To exit the Entity Overview window, click Close.
- 9. To expand **Entities**, **Existing Facilities**, **Facilities** and **Collaterals** sections, click the number in respective count tables or click the triangle in each section.
- 10. Review the proposal details and click **Next**. Customer Info page appears.
- 11. Refer **Enriching Application** section in Chapter 3 and perform the proposal enrichment process.

Upon submitting the enriched credit proposal application, the application is moved to multiple parallel stages of evaluation.

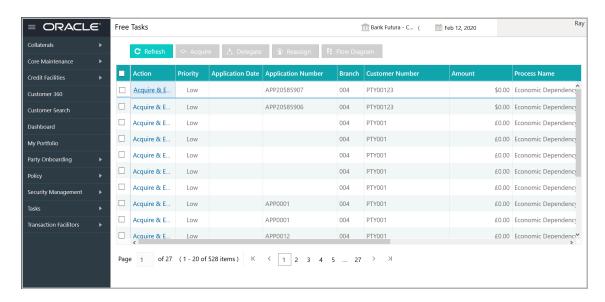
Proposal Evaluation

In OBCFPM, credit evaluation, legal evaluation and risk evaluation for the proposal can be performed in a parallel manner before sending the proposal to the proposal structuring stage.

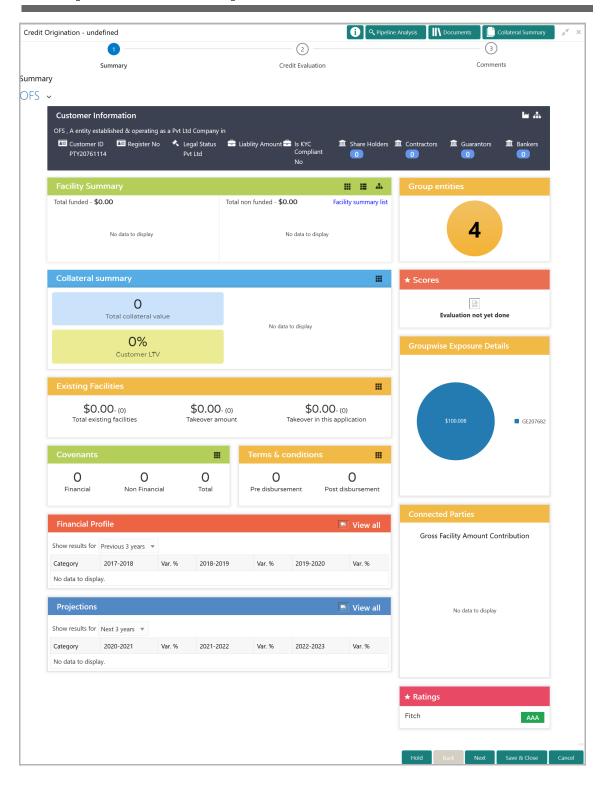
Credit Evaluation

To perform credit evaluation for the proposal, perform the following steps:

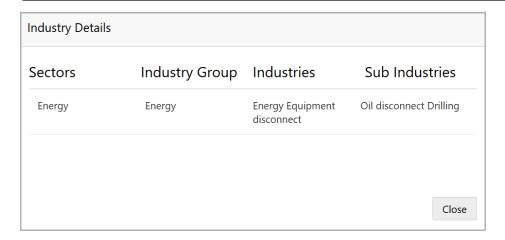
1. In OBCFPM, navigate to **Tasks > Free Tasks**. *Free Task* page appears:



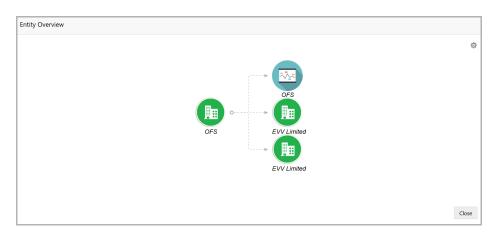
2. Select the required application with credit origination as process name and click **Edit.** *Credit Origination - cess name page summarizing the proposal appears:*



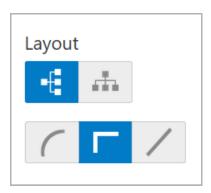
3. To view the sector and industry information, click the industry icon in **customer information** section. *Industry Details* window appears:



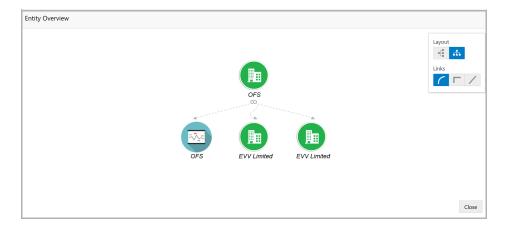
- 4. Click Close to exit the Industry Details window.
- 5. To view the overview of the organization, click the entity overview icon in **Customer Information** section. *Entity Overview* window appears:



6. To change the layout of the entity overview, click the configuration icon at the top right corner. *Layout* window appears:



7. Select the required layout. Entity Overview is changed to the selected layout as shown below:



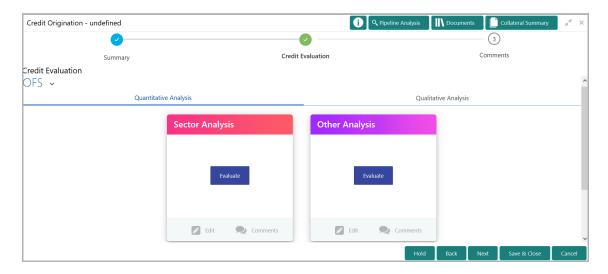
8. To exit the *Entity Overview* window, click **Close**.

In Customer Information section, the count of Share Holders, Contractors, Guarantors, and Bankers is displayed.

- 9. To view the detailed information about the Share Holders, Contractors, Guarantors, and Bankers, click the respective count numbers.
- 10. To change the layout of the Facility Summary, Collateral Summary, Existing Facilities, Covenants, and Terms & Conditions in Summary page, click the layout icon and select the required layout.

By default, **Financial Profile** of the organization and financial **Projections** for the organization are listed for 3 years.

- 11. To view the **Financial Profile** and **Projections** for five years, select **Previous 5** years option from the **Show results for** drop down list.
- 12. To view detailed information about the **Financial Profile** and **Projection**, click **View all** in the respective sections.
- 13. After reviewing the Summary, click **Next**. Credit Evaluation page appears:



In *Credit Evaluation* page, the banker can perform the following analysis for the organization and its connected parties by answering simple questions related to the analysis:

- Quantitative Analysis
- · Qualitative Analysis
- 14. To perform sector analysis in **Quantitative Analysis**, click **Evaluate** in **Sector Analysis** section. Questionnaire window appears:

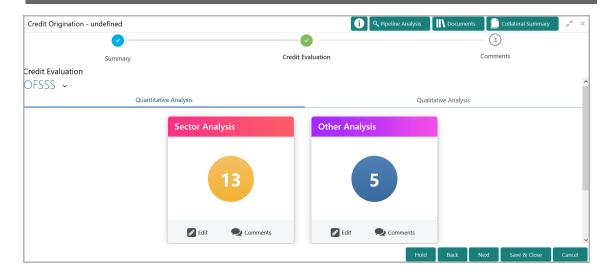


- 15. Select answers for the available questions and click **Next Category**.
- 16. Right arrow icon appears in case of multiple questions, click the right arrow and answer all the questions in all the category.

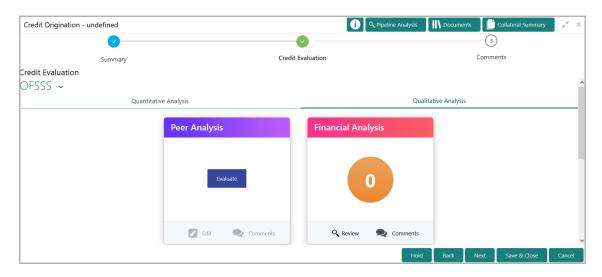
A score is generated and displayed for the sector based on each answer provided.

- 17. Click Save.
- 18. To perform other analysis in **Quantitative Analysis**, click **Evaluate** in **Other Analysis** section and answer the questions.

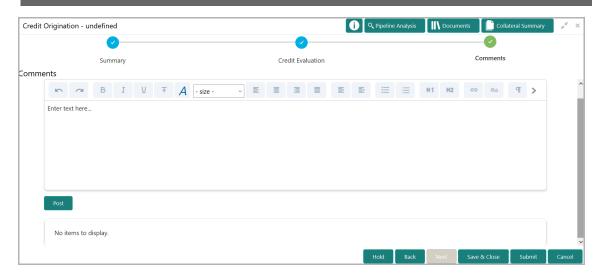
After performing quantitative analysis, the quantitative analysis page with a cumulative score appears:



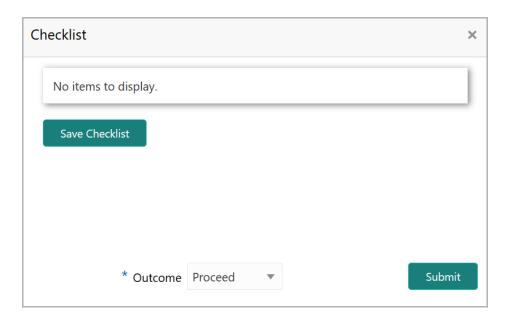
19. After performing the qualitative analysis, click **Qualitative Analysis** tab. *Qualitative Analysis* page appears:



- 20. To perform peer analysis in **Qualitative Analysis**, click **Evaluate** in **Peer Analysis** section. *Peer Analysis* window appears.
- 21. Perform the peer analysis and click **Close**.
- 22. To perform financial analysis in **Qualitative Analysis**, click **Evaluate** in **Financial Analysis** section and answer all the questions.
- 23. To perform the analysis again, click Edit.
- 24. To capture comments for the analysis, click **Comment**.
- 25. After performing the qualitative analysis for both the organization and its connected parties, click **Next** in the *Credit Evaluation* page. *Comments* page appears:



- 26. Type the overall **Comments** for the credit evaluation and click **Post**. Comment is posted below the **Comments** box.
- 27. Click **Submit**. Checklist window appears:

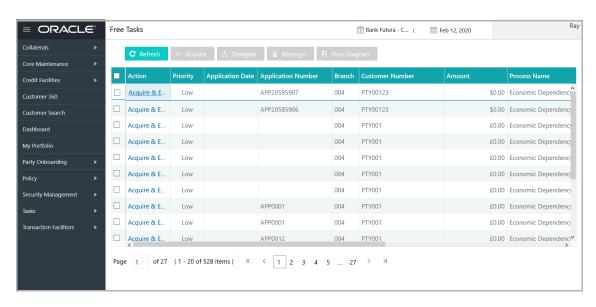


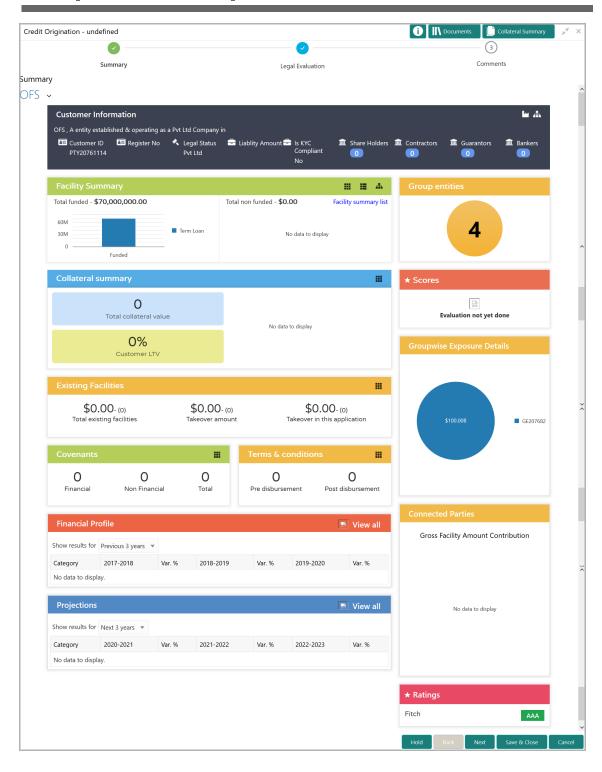
- 28. Select the Outcome as Proceed.
- 29. Click Submit.

Legal Evaluation

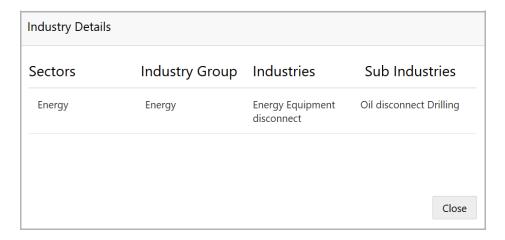
To perform legal evaluation for the proposal, perform the following steps:

30. In OBCFPM, navigate to **Tasks > Free Tasks**. *Free Task* page appears:

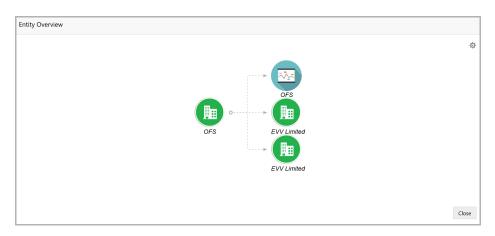




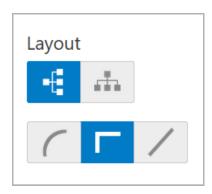
32. To view the sector and industry information, click the industry icon in **customer information** section. *Industry Details* window appears:



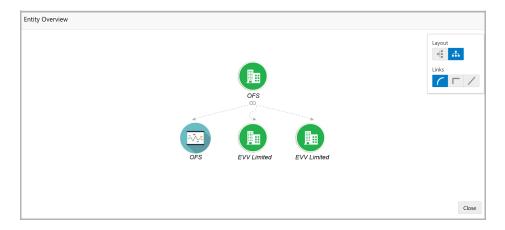
- 33. Click Close to exit the *Industry Details* window.
- 34. To view the overview of the organization, click the entity overview icon in **Customer Information** section. *Entity Overview* window appears:



35. To change the layout of the entity overview, click the configuration icon at the top right corner. *Layout* window appears:



36. Select the required layout. Entity Overview is changed to the selected layout as shown below:



37. To exit the Entity Overview window, click Close.

In Customer Information section, the count of Share Holders, Contractors, Guarantors, and Bankers is displayed.

- 38. To view the detailed information about the Share Holders, Contractors, Guarantors, and Bankers, click the respective count numbers.
- 39. To change the layout of the Facility Summary, Collateral Summary, Existing Facilities, Covenants, and Terms & Conditions in Summary page, click the layout icon and select the required layout.

By default, **Financial Profile** of the organization and financial **Projections** for the organization are listed for 3 years.

- 40. To view the **Financial Profile** and **Projections** for five years, select **Previous 5 years** option from the **Show results for** drop down list.
- 41. To view detailed information about the **Financial Profile** and **Projection**, click **View all** in the respective sections.
- 42. After reviewing the Summary, click **Next**. Legal Evaluation page appears:



In *Legal Evaluation* page, the banker can perform legal evaluation for both the organization and the connected parties by answering simple questions related to the evaluation:

43. To initiate the evaluation, click **Start**. Questionnaire window appears:

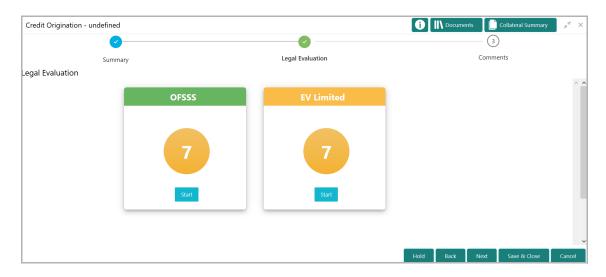


- 44. Select answers for the available questions and click **Next Category**.
- 45. Right arrow icon appears in case of multiple questions, click the right arrow and answer all the questions in all the category.

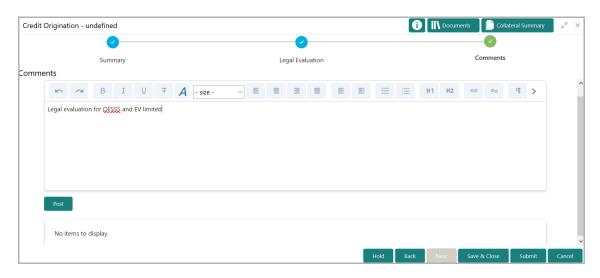
A score is generated and displayed for the sector based on each answer provided.

46. Click Save.

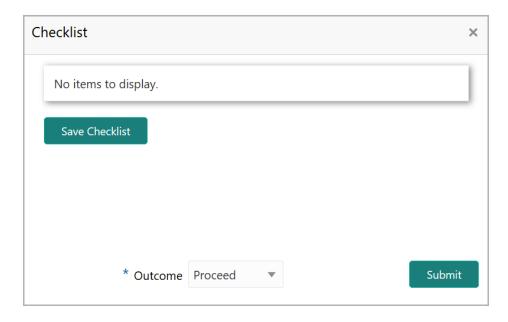
After performing the legal analysis for both the organization and its connected parties, the *Legal Evaluation* page with a cumulative score appears:



47. Click Next. Comments page appears:



- 48. Type the overall **Comments** for the legal evaluation and click **Post**. Comment is posted below the **Comments** box.
- 49. Click Submit. Checklist window appears:



- 50. Select the **Outcome** as **Proceed**.
- 51. Click Submit.

Risk Evaluation

Risk evaluation is similar to the legal evaluation. Refer Performing Legal Evaluation section in this chapter for information on performing risk evaluation.

After completing all the evaluation processes, the proposal is sent to the proposal structuring stage.

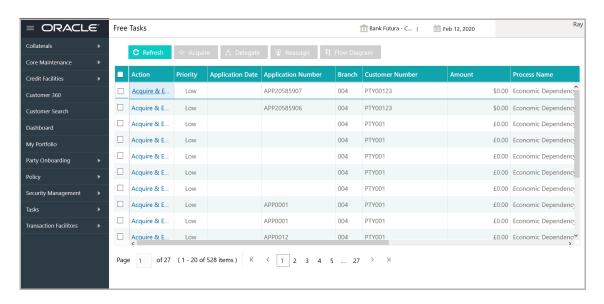
Customer KYC

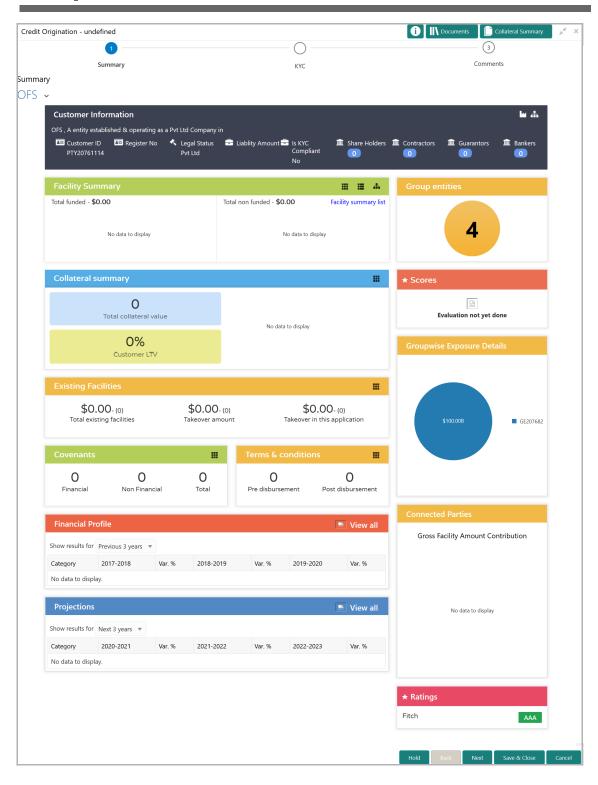
This is an optional stage. If the KYC details are available for the organization, the banker can add the KYC details to the credit proposal. Adding KYC details helps to determine the originality of the organization.

Steps to add KYC details

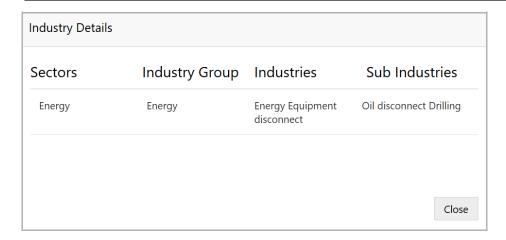
To add KYC details, perform the following steps:

1. In OBCFPM, navigate to **Tasks > Free Tasks**. *Free Task* page appears:

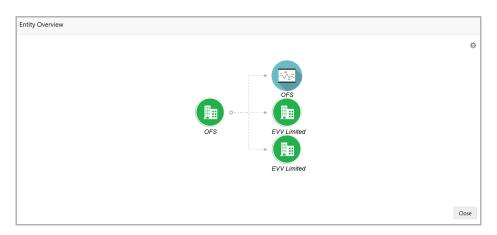




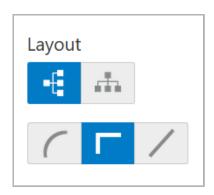
3. To view the sector and industry information, click the industry icon in **customer information** section. *Industry Details* window appears:



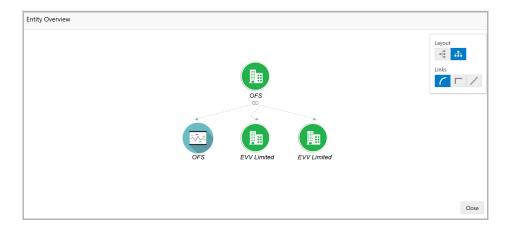
- 4. Click Close to exit the Industry Details window.
- 5. To view the overview of the organization, click the entity overview icon in **Customer Information** section. *Entity Overview* window appears:



6. To change the layout of the entity overview, click the configuration icon at the top right corner. *Layout* window appears:



7. Select the required layout. Entity Overview is changed to the selected layout as shown below:



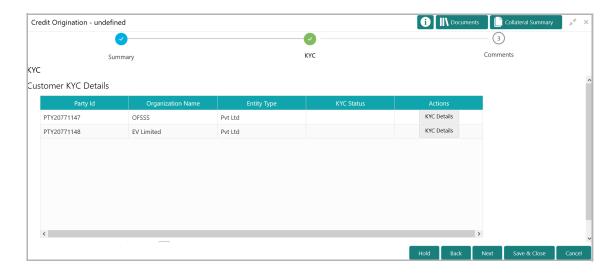
8. To exit the Entity Overview window, click Close.

In Customer Information section, the count of Share Holders, Contractors, Guarantors, and Bankers is displayed.

- 9. To view the detailed information about the Share Holders, Contractors, Guarantors, and Bankers, click the respective count numbers.
- 10. To change the layout of the Facility Summary, Collateral Summary, Existing Facilities, Covenants, and Terms & Conditions in Summary page, click the layout icon and select the required layout.

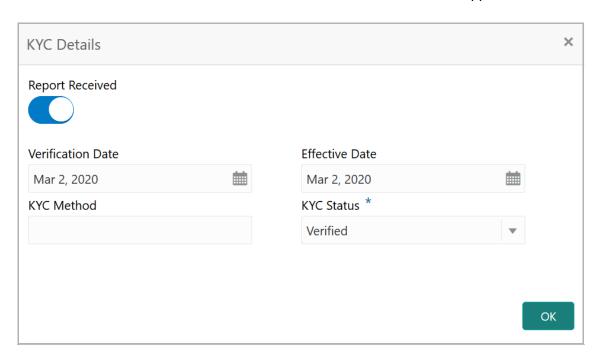
By default, **Financial Profile** of the organization and financial **Projections** for the organization are listed for 3 years.

- 11. To view the **Financial Profile** and **Projections** for five years, select **Previous 5** years option from the **Show results for** drop down list.
- 12. To view detailed information about the **Financial Profile** and **Projection**, click **View all** in the respective sections.
- 13. After reviewing the *Summary*, click **Next**. KYC page appears:

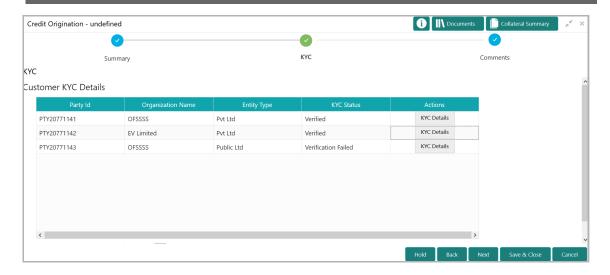


In the KYC page, provision to add KYC details for the organization and all its connected parties is provided.

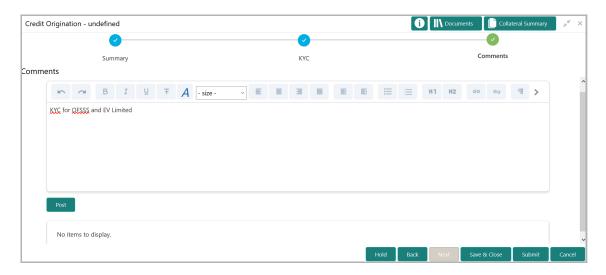
14. Click **KYC Details** in the action column. *KYC Details* window appears:



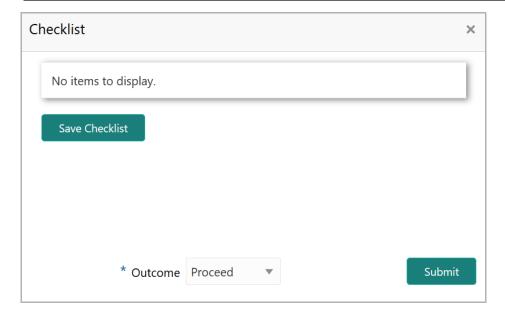
- 15. If KYC report is available for the organization, enable Report Received switch.
- 16. Click the calendar icon and select the KYC Verification Date.
- 17. Click the calendar icon and select the **Effective Date** from which the KYC verification is approved.
- 18. Type the **KYC Method**. KYC method can be anything for example field verification.
- 19. Select the **KYC Status**. The options available are **Verified**, **Not Verified**, and **Verification Failed**.
- 20. Click **OK**. KYC Status in KYC page is changed as shown below:



21. After adding KYC details for the organization and all its connected parties, click **Next**. *Comments* page appears:



- **22. Post** comments, if required. Posted comment is displayed below the **Comments** box.
- 23. Click Submit. Checklist window appears:



- 24. Select the Outcome as Proceed.
- 25. Click Submit.

Chapter 7 - Proposal Structuring

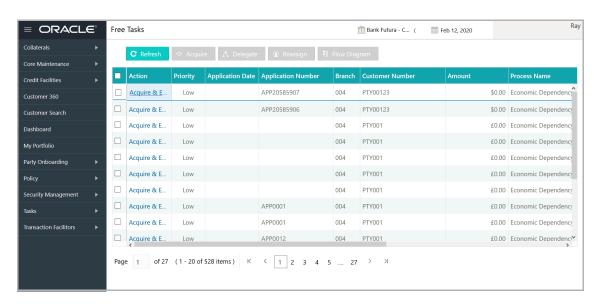
Proposal Structuring

In this stage, the banker can propose an amount to the organization based on the scores obtained for each evaluation. Additionally, already added information about the collaterals, covenants, and terms & conditions can be viewed, modified and deleted or new collaterals, covenants, and terms & conditions can be added in this stage.

Steps to structure credit proposal

To structure the credit proposal, perform the following steps:

1. In OBCFPM, navigate to **Tasks > Free Tasks**. *Free Task* page appears:



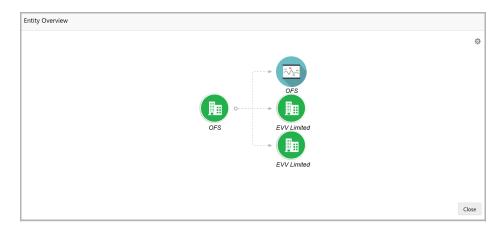
Chapter 7 - Proposal Structuring



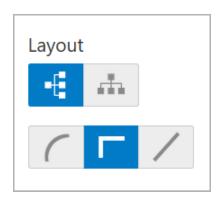
3. To view the sector and industry information, click the industry icon in **customer information** section. *Industry Details* window appears:



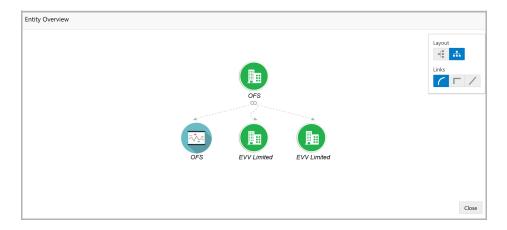
- 4. Click **Close** to exit the *Industry Details* window.
- 5. To view the overview of the organization, click the entity overview icon in **Customer Information** section. *Entity Overview* window appears:



6. To change the layout of the entity overview, click the configuration icon at the top right corner. *Layout* window appears:



7. Select the required layout. Entity Overview is changed to the selected layout as shown below:



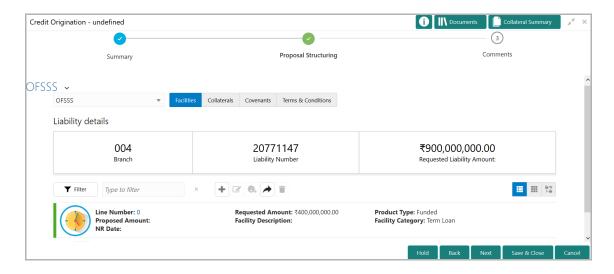
8. To exit the *Entity Overview* window, click **Close**.

In Customer Information section, the count of Share Holders, Contractors, Guarantors, and Bankers is displayed.

- 9. To view the detailed information about the Share Holders, Contractors, Guarantors, and Bankers, click the respective count numbers.
- 10. To change the layout of the Facility Summary, Collateral Summary, Existing Facilities, Covenants, and Terms & Conditions in Summary page, click the layout icon and select the required layout.

By default, **Financial Profile** of the organization and financial **Projections** for the organization are listed for 3 years.

- 11. To view the **Financial Profile** and **Projections** for five years, select **Previous 5** years option from the **Show results for** drop down list.
- 12. To view detailed information about the **Financial Profile** and **Projection**, click **View all** in the respective sections.
- 13. After reviewing the Summary, click **Next**. Proposal Structuring page appears:



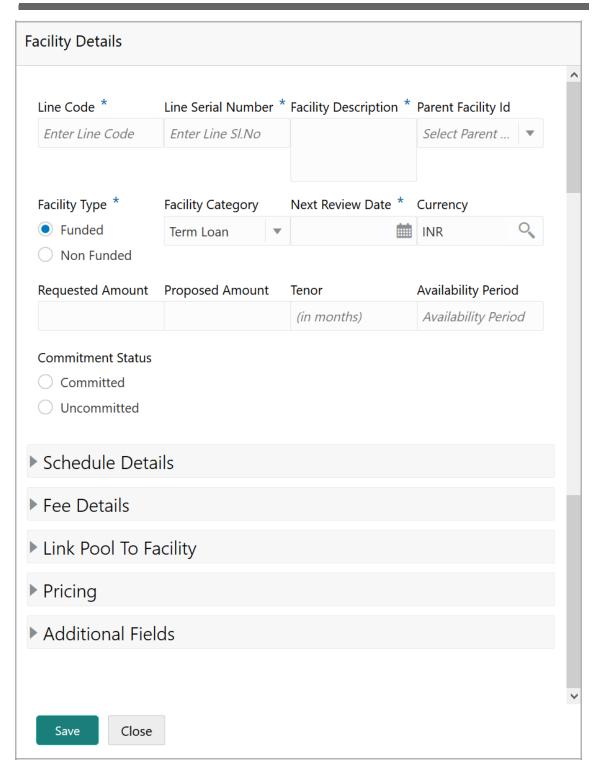


For information about filter, add, edit, delete, and layout options, refer Funding Requirement section in Proposal Initiation Chapter.

- 14. To view the liability details, mouse hover on the **Liability Details** section. View icon appears.
- 15. Click the view icon. Liability Details window appears:

| Requested Liability Currency: | Requested Liability Amount: | |
|-------------------------------|-----------------------------|--|
| INR | ₹900,000,000.00 | |
| Proposed Liability Currency: | Proposed Liability Amount: | |
| Approval Liability Currency: | Approval Liability Amount: | |
| Return On Capital | Probability Of Default | |
| 90% | 70% | |
| Loss Given Default | Next Review Date | |
| | 05/19/20 | |
| Cash Cover | Proposed Funded Sell Down | |
| ₹100,000,000,000,000.00 | ₹400,000,000.00 | |
| Proposed Unfunded Sell Down | Approved Funded Sell Down | |
| ₹500,000,000.00 | ₹400,000,000.00 | |
| Approved Unfunded Sell Down | Total Gross Facility | |
| ₹500,000,000.00 | ₹400,000,000.00 | |
| Total Net Facility | | |
| -₹100,000,000,000,000.00 | | |
| | | |

- 16. To exit the Liability Details window, click Ok.
- 17. To propose the amount, select the funding requirement and click edit icon. *Facility Details* window appears:



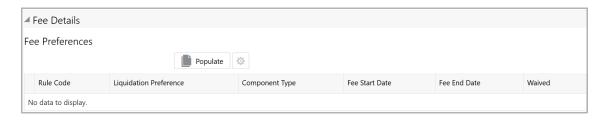


For information about Schedule Details and Pricing sections, refer Funding Requirement section in Proposal Initiation Chapter.

For information about Additional Fields section, refer Additional Fields User Manual.

18. Specify the **Proposed Amount**.

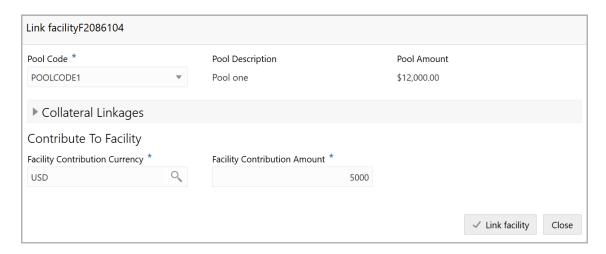
19. To add fee details, click and expand the Fee Details section.



- 20. Click **Populate.** Fee details such as Rule code, Liquidation Preference, Component Type, Fee Start Date, Fee End Date and Waived will be fetched from the target system.
- 21. To link the facility to facility pool, click and expand the **Link Pool To Facility** section.



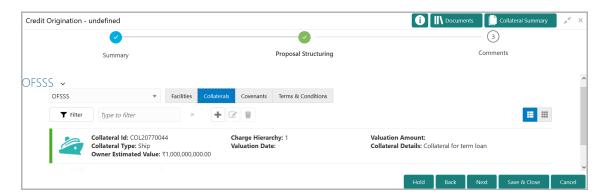
22. Click the Link Facility button.



- 23. Select the Pool Code.
- 24. Type the **Pool Description** and **Pool Amount**.
- 25. In the **Collateral Linkages** section, search and select the **Facility Contribution Currency** and then specify the **Facility Contribution Amount**.
- 26. Click **Link Facility**. Facility is linked with the facility pool.



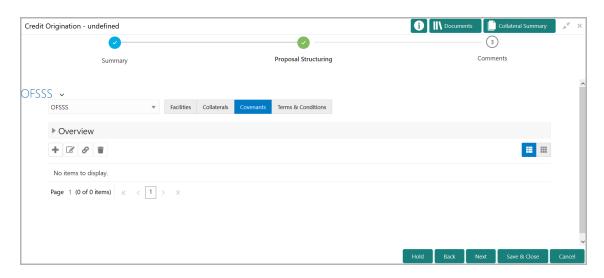
- 27. To unlink the facility from the facility pool, click **Unlink**.
- 28. Click **Save** in the *Facility Details* window.
- 29. To go to the Collaterals page, click the Collaterals tab. Collaterals page appears:





For information about filter, add, edit, delete, and layout options, refer **Collaterals** section in Proposal Initiation Chapter.

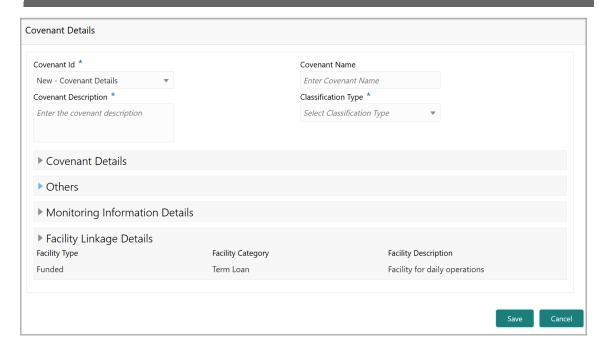
30. To go to the Covenants page, click the Covenants tab.



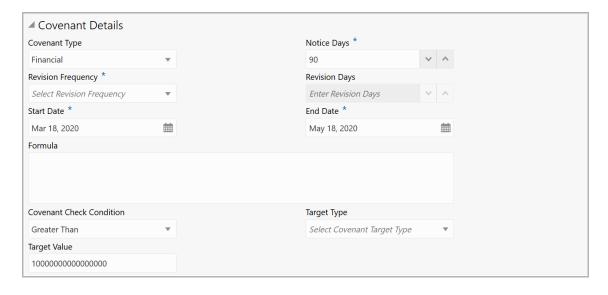
31. To view details about the already added covenant, click and expand the **Overview** section.



32. To add new covenant, click the add icon. Covenant Details window appears:



- 33. Select / type the following in respective fields:
 - · Covenant Id
 - · Covenant Name
 - · Covenant Description
 - · Classification Type
- 34. To set the covenant condition, click and expand the Covenant Details section.



- 35. Enter / select the following in respective fields:
 - · Covenant Type
 - · Notice Days
 - Revision Frequency

- · Revision Days
- · Start Date
- · End Date
- Formula
- Covenant Check Condition
- Target Type
- Target Value
- 36. Click and expand the **Others** section.



- 37. Select the Compliance Status and Waiver Status.
- 38. Enter the Last Check Value.
- 39. To capture the monitoring information for the covenant, click and expand the *Monitoring Information Details* section.



- 40. Select the monitoring information.
- 41. To link the covenant with the facility, click and expand the **Facility Linkage Details** section.

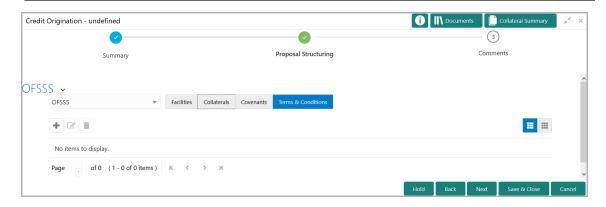


- **42.** Select Facility. Facility details such as Facility Type, Facility Category and Facility Description are automatically populated.
- 43. Click **Save**. Covenant details are added and displayed in *Covenants* page.

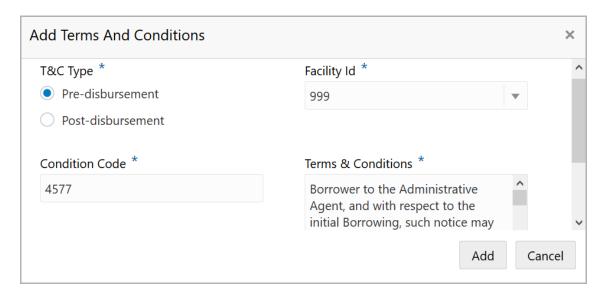


For information about filter, add, edit, delete, and layout options, refer any section in Proposal Initiation Chapter.

44. To go to the *Terms & Condition* page, click the **Terms & Condition** tab.



45. To add new terms & conditions, click the add icon. *Add Terms And Conditions* window appears:

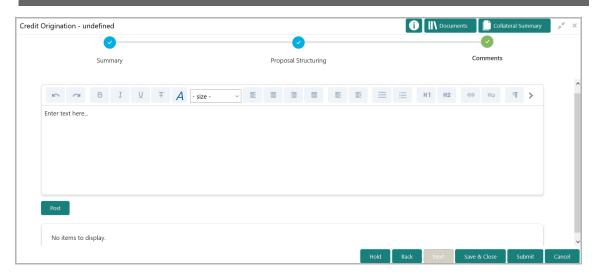


- 46. Select the **T&C Type**. The options available are **Pre-disbursement** and **Post-disbursement**.
- 47. To link the facility with the terms & conditions, select the required **Facility Id** from the drop down list.
- 48. Type the Condition Code and the Terms & Conditions.
- 49. Click **Add**. Terms & Conditions are added and displayed in *Terms & Conditions* page.

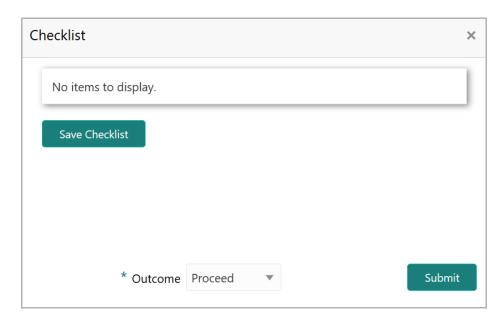


For information about filter, edit, delete, and layout options, refer any section in Proposal Initiation Chapter.

50. Click **Next**. *Comments* page appears:



- **51. Post** comments, if required. Posted comment is displayed below the **Comments** box.
- 52. Click Submit. Checklist window appears:



- 53. Select the Outcome as Proceed.
- 54. Click **Submit**. The proposal is sent to the proposal review stage.

Chapter 8 - Proposal Review

Proposal Review

In this stage, the senior officer in the bank can review the proposal and send it for approval if the proposal meets the banks internal criteria.

Proposal review process is similar to the proposal structuring process. Refer Chapter 7 for step-by-step instructions on reviewing the proposal.

Chapter 9 - Proposal Approval

Proposal Approval

In this stage, the higher officials such as the head of credit department in the bank can review and approve the proposal, if the proposal meets the approval criteria set by the bank.

Refer Proposal Structuring for step-by-step instructions on approving the proposal.

Upon approval of the credit proposal, the proposal is sent to the draft generation stage.

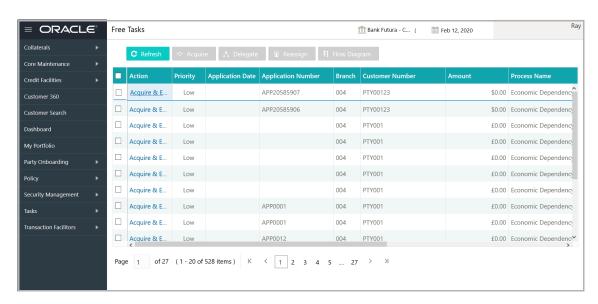
Draft Generation

In this stage, customer's communication address can be configured and the draft document can be generated for customer acceptance.

Steps to generate draft

To generate draft for the proposal, perform the following steps:

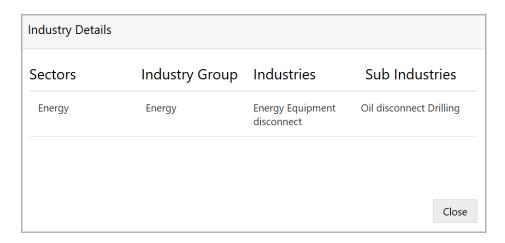
1. In OBCFPM, navigate to **Tasks > Free Tasks**. Free Task page appears:



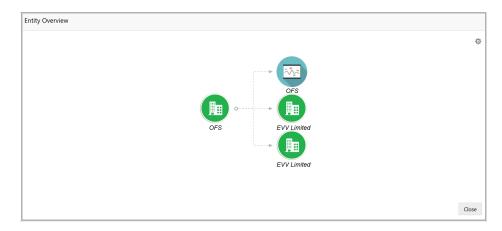
2. Select the required application and click **Acquire & Edit.** *Credit Origination -* <*process name>* page summarizing the proposal appears:



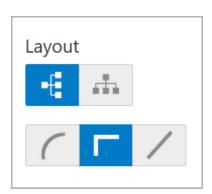
3. To view the sector and industry information, click the industry icon in **customer information** section. *Industry Details* window appears:



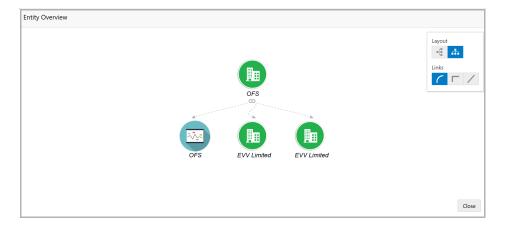
- 4. Click Close to exit the Industry Details window.
- 5. To view the overview of the organization, click the entity overview icon in **Customer Information** section. *Entity Overview* window appears:



6. To change the layout of the entity overview, click the configuration icon at the top right corner. *Layout* window appears:



7. Select the required layout. Entity Overview is changed to the selected layout as shown below:



8. To exit the *Entity Overview* window, click **Close**.

In Customer Information section, the count of Share Holders, Contractors, Guarantors, and Bankers is displayed.

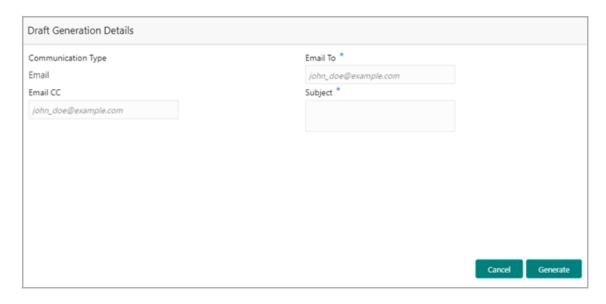
- 9. To view the detailed information about the Share Holders, Contractors, Guarantors, and Bankers, click the respective count numbers.
- 10. To change the layout of the Facility Summary, Collateral Summary, Existing Facilities, Covenants, and Terms & Conditions in Summary page, click the layout icon and select the required layout.

By default, **Financial Profile** of the organization and financial **Projections** for the organization are listed for 3 years.

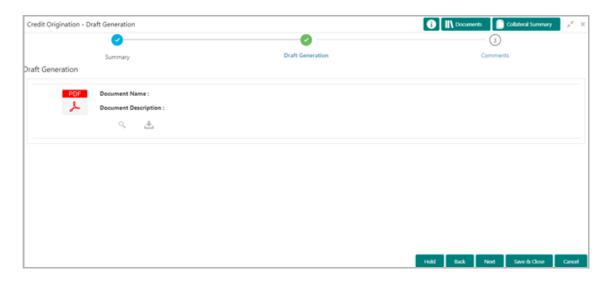
- 11. To view the **Financial Profile** and **Projections** for five years, select **Previous 5** years option from the **Show results for** drop down list.
- 12. To view detailed information about the **Financial Profile** and **Projection**, click **View all** in the respective sections.
- 13. After reviewing the Summary, click **Next**. Draft Generation page appears:



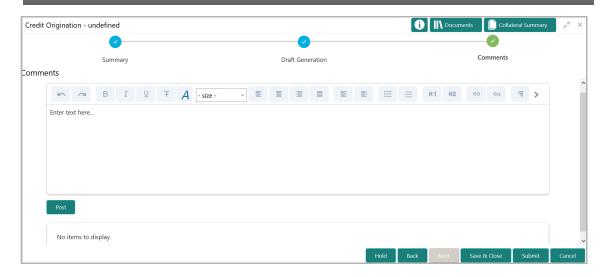
14. Click the generate icon (first icon below the Document Description). *Draft Generation Details* window appears:



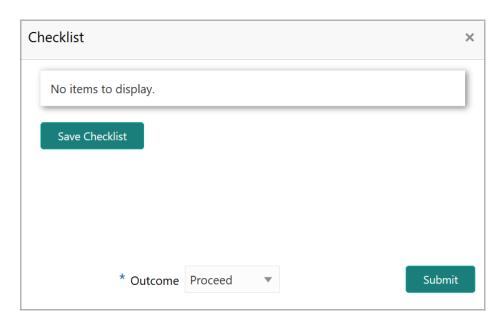
- 15. In **Email To** field, type the Email address to which the proposal draft has to be sent.
- 16. In **Email CC** field, type the Email address which has to be in CC of draft proposal mail.
- 17. In **Subject** field, type the mail subject.
- 18. Click **Generate**. Draft is generated and displayed in *Draft Generation* page as shown below:



19. Click Next. Comments page appears:



- **20.** Post comments, if required. Posted comment is displayed below the **Comments** box.
- 21. Click Submit. Checklist window appears:



- 22. Select the **Outcome** as **Proceed**.
- 23. Click **Submit**. The draft proposal is sent to the mentioned Email ID.

Upon customer acceptance of the draft proposal, the proposal is sent to limit configuration stage.

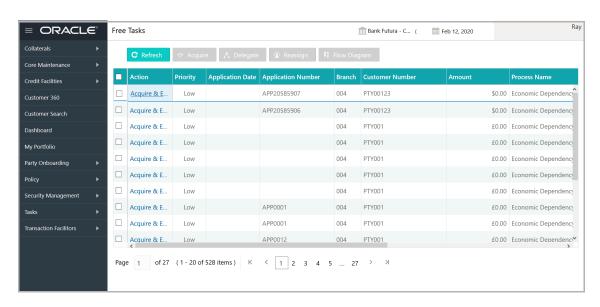
If the customer rejects the draft proposal, the proposal is sent to the restructuring stage.

Customer Acceptance

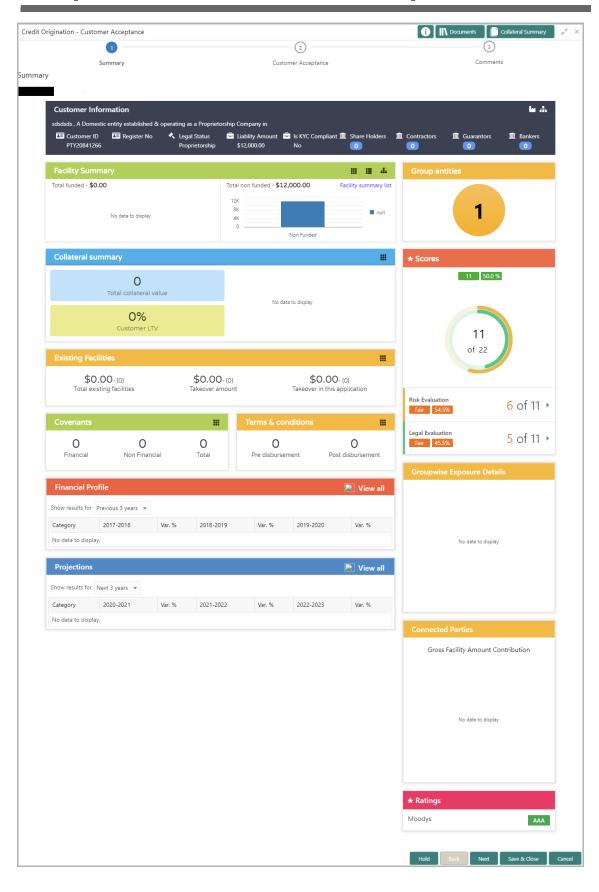
Bankers can capture the status of customer acceptance in this stage and move the proposal to the next stage. Upon acceptance of the draft proposal, the proposal is moved to the Limit Configuration stage. If the draft is not accepted by the customer, then the proposal is moved back to the structuring stage.

Steps to capture customer acceptance status

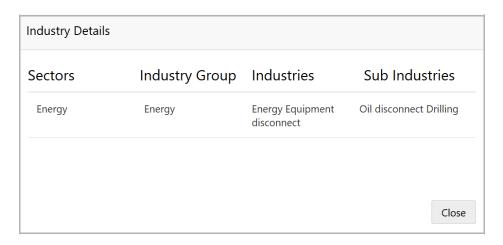
1. In OBCFPM, navigate to **Tasks > Free Tasks**. *Free Task* page appears:



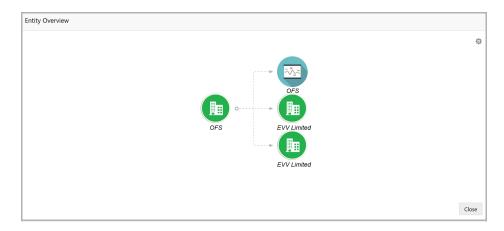
2. Select the required application and click **Acquire & Edit.** *Credit Origination -* <*process name>* page summarizing the proposal appears:



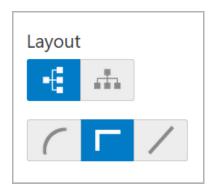
3. To view the sector and industry information, click the industry icon in **customer information** section. *Industry Details* window appears:



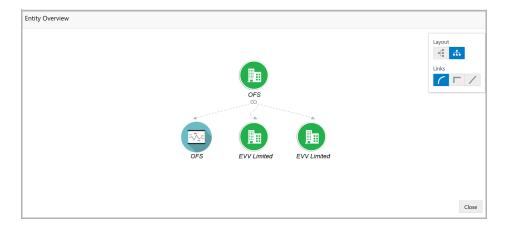
- 4. Click **Close** to exit the *Industry Details* window.
- 5. To view the overview of the organization, click the entity overview icon in **Customer Information** section. *Entity Overview* window appears:



6. To change the layout of the entity overview, click the configuration icon at the top right corner. *Layout* window appears:



7. Select the required layout. Entity Overview is changed to the selected layout as shown below:



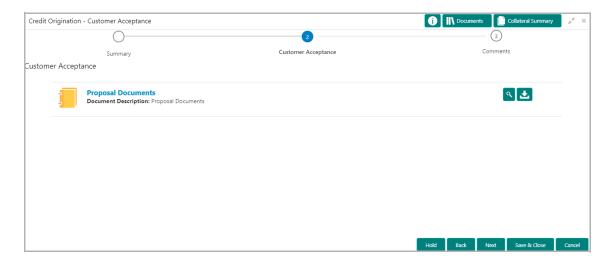
8. To exit the *Entity Overview* window, click **Close**.

In Customer Information section, the count of Share Holders, Contractors, Guarantors, and Bankers is displayed.

- 9. To view the detailed information about the Share Holders, Contractors, Guarantors, and Bankers, click the respective count numbers.
- 10. To change the layout of the Facility Summary, Collateral Summary, Existing Facilities, Covenants, and Terms & Conditions in Summary page, click the layout icon and select the required layout.

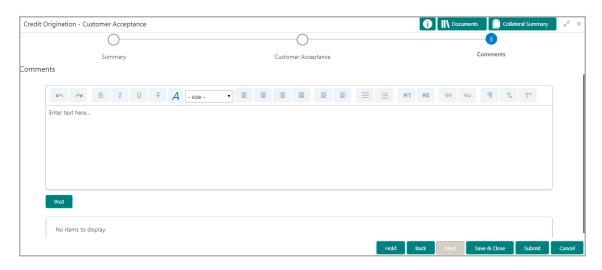
By default, **Financial Profile** of the organization and financial **Projections** for the organization are listed for 3 years.

- 11. To view the **Financial Profile** and **Projections** for five years, select **Previous 5** years option from the **Show results for** drop down list.
- 12. To view detailed information about the **Financial Profile** and **Projection**, click **View all** in the respective sections.
- 13. After reviewing the Summary, click **Next**. Customer Acceptance page appears:

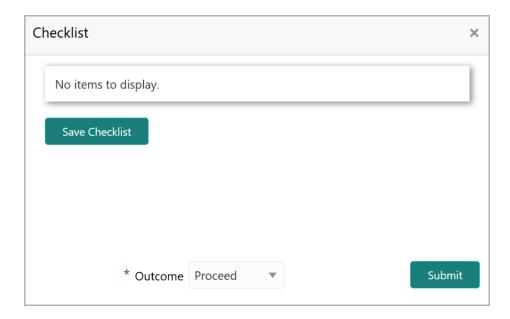


In Customer Acceptance page, the Proposal Draft accepted by the customer is displayed.

- 14. Click the download icon to download the proposal draft.
- 15. Click **Next**. Comments page appears:



- **16. Post** comments, if required. Posted comment is displayed below the **Comments** box.
- 17. Click Submit. Checklist window appears:



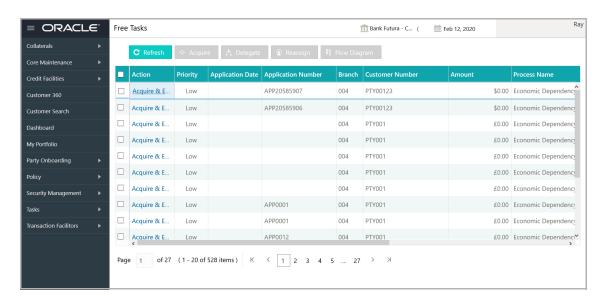
- 18. Select the required **Outcome**. The options available are Proceed, Renegotiate and Reject.
- 19. Click **Submit**. The proposal is moved to the next stage based on the selected **Outcome**.

Limit Configuration

In this stage, credit department sets the amount accepted by the customer as a limit for the facility.

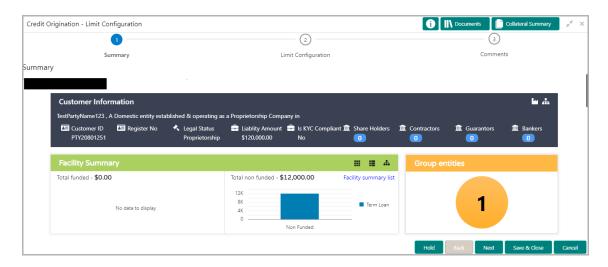
Steps to configure limit

1. In OBCFPM, navigate to **Tasks > Free Tasks**. *Free Task* page appears:

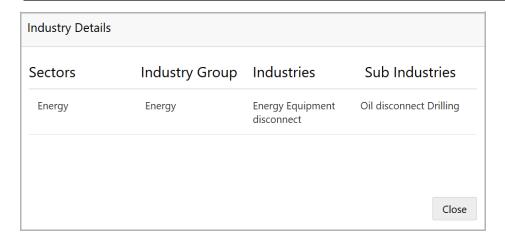


2. Select the required application and click **Acquire & Edit.** *Credit Origination -* <*process name>* page summarizing the proposal appears.

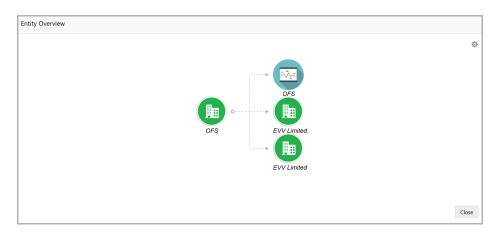
Viewing Summary:



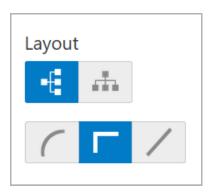
3. To view the sector and industry information, click the industry icon in **customer information** section. *Industry Details* window appears:



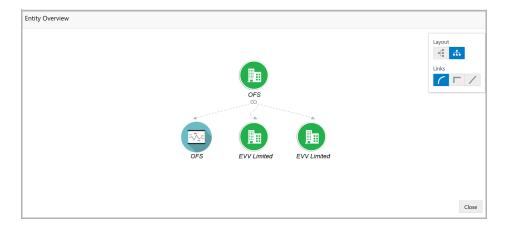
- 4. Click Close to exit the Industry Details window.
- 5. To view the overview of the organization, click the entity overview icon in **Customer Information** section. *Entity Overview* window appears:



6. To change the layout of the entity overview, click the configuration icon at the top right corner. *Layout* window appears:



7. Select the required layout. Entity Overview is changed to the selected layout as shown below:



8. To exit the *Entity Overview* window, click **Close**.

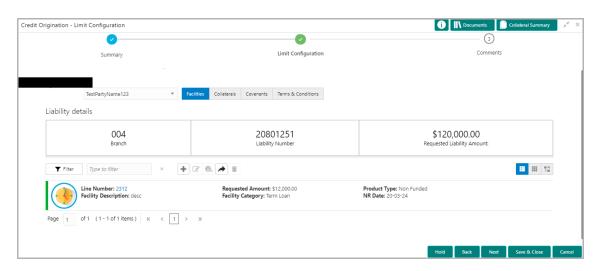
In Customer Information section, the count of Share Holders, Contractors, Guarantors, and Bankers is displayed.

- 9. To view the detailed information about the Share Holders, Contractors, Guarantors, and Bankers, click the respective count numbers.
- 10. To change the layout of the Facility Summary, Collateral Summary, Existing Facilities, Covenants, and Terms & Conditions in Summary page, click the layout icon and select the required layout.

By default, **Financial Profile** of the organization and financial **Projections** for the organization are listed for 3 years.

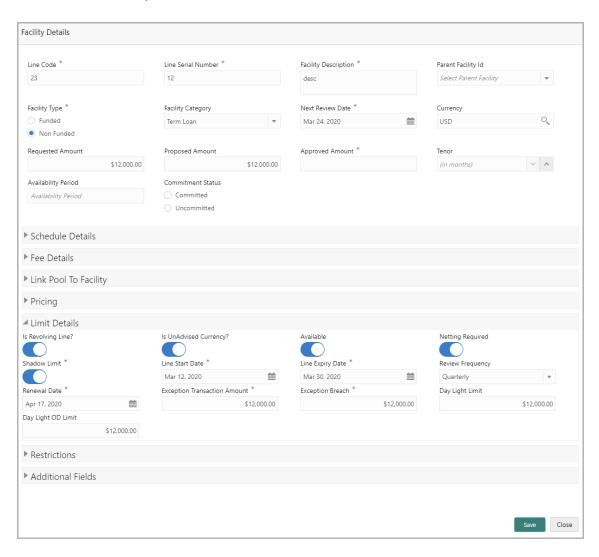
- 11. To view the **Financial Profile** and **Projections** for five years, select **Previous 5** years option from the **Show results for** drop down list.
- 12. To view detailed information about the **Financial Profile** and **Projection**, click **View all** in the respective sections.
- 13. After reviewing the Summary, click **Next**. Limit Configuration page appears.

Configuring Limit:



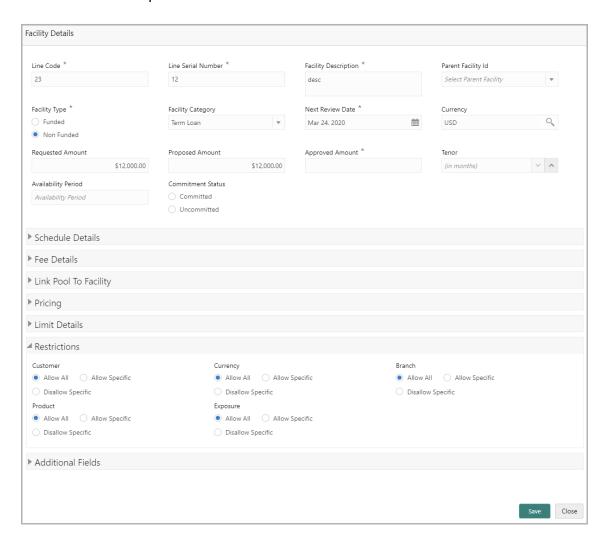
In *Limit Configuration* page, Facilities, Collaterals, Covenants and Terms & Conditions added during the proposal initiation are displayed.

- 14. To configure the limit, click on the facility and then click the edit icon. *Facility Details* window appears.
- 15. Click and expand the **Limit Details** section.



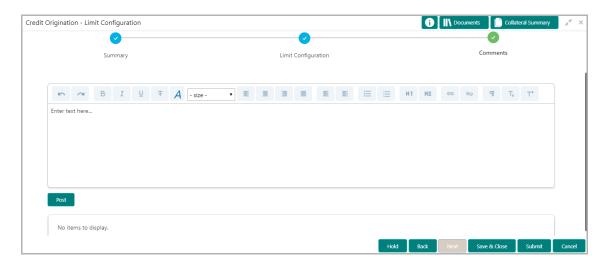
- 16. To set the facility as revolving facility, enable **Is Revolving Line?** switch.
- 17. If the currency of the facility is unadvised, enable **Is UnAdvised Currency?** switch.
- 18. To make the facility available, enable the **Available** switch.
- 19. Specify is **Netting Required** for the facility.
- 20. Enable **Shadow Limit** switch, if required.
- 21. To specify the facility validity, click the calendar icon and select the **Line Start Date** and **Line Expiry Date**.
- 22. Select the **Review Frequency** for the facility.

- 23. Click the calendar icon and select the Renewal Date for the facility.
- 24. Specify the limit allowed for the facility in Exception Transaction Amount field.
- 25. Specify the breach limit for the facility in Exception Breach field.
- 26. Specify the Day Light Limit and Day Light OD Limit for the facility.
- 27. Click and expand the **Restrictions** section.

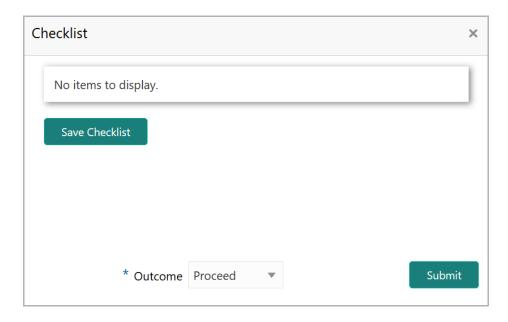


- 28. Allow All, Allow Specific or Disallow Specific Customer, Currency, Branch, Product, and Exposure, based on the need.
- 29. Click **Save**. *Limit Configuration* page appears:
- 30. Click Next. Comments page appears.

Posting Comments:



- **31. Post** comments, if required. Posted comment is displayed below the **Comments** box.
- 32. Click **Submit**. Checklist window appears:



- 33. Select the Outcome as Proceed.
- 34. Click **Submit**. The proposal is moved to the Handoff stage.

Chapter 13 - Proposal Handoff

Handoff to Back Office System

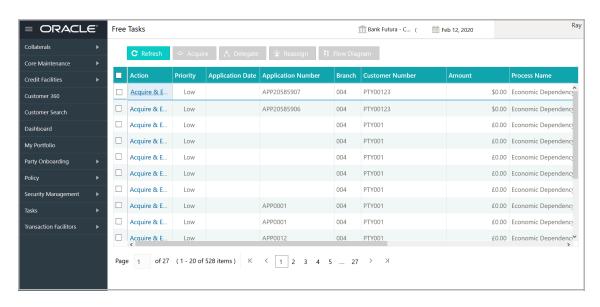
The proposal is automatically handed off to the back office system for customer creation, if the outcome of the previous stage is Proceed. If the automatic handoff fails, the proposal is sent to the **Handoff - Manual Retry** stage.

Refer Handoff - Manual Retry chapter for information on the manual retry stage.

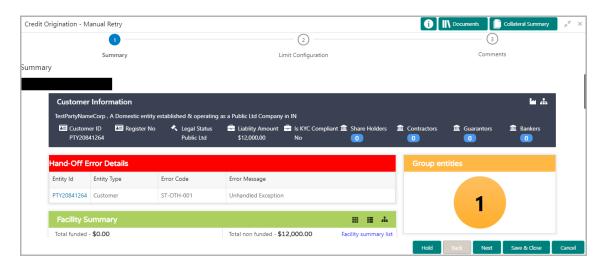
Handoff - Manual Retry

To manually Handoff the proposal to the Back Office System, perform the following steps:

1. In OBCFPM, navigate to **Tasks > Free Tasks**. *Free Task* page appears:

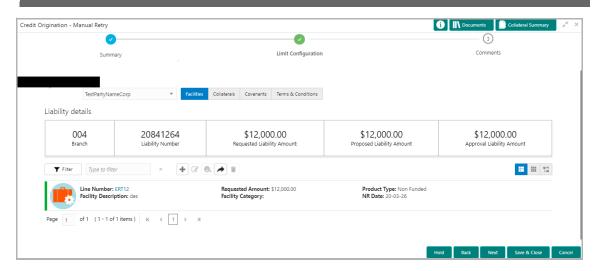


2. Select the required application and click **Acquire & Edit.** *Credit Origination -* <*process name>* page summarizing the proposal appears:



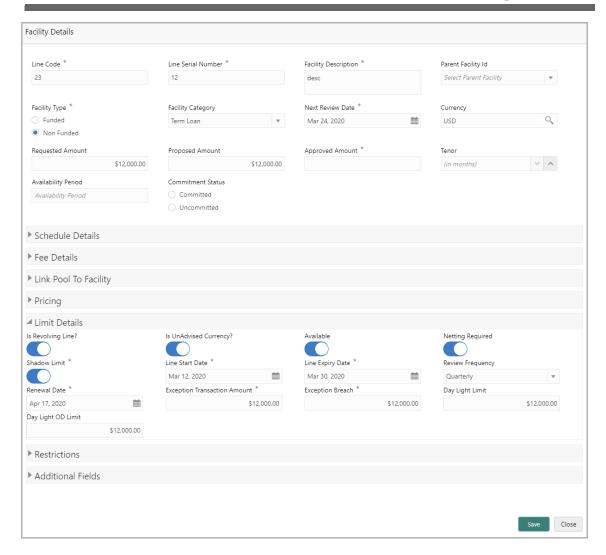
In Summary page the hand-off error details are displayed.

- 3. View the **Hand-Off Error Details** and make necessary changes.
- 4. Click **Next.** Limit Configuration page appears:

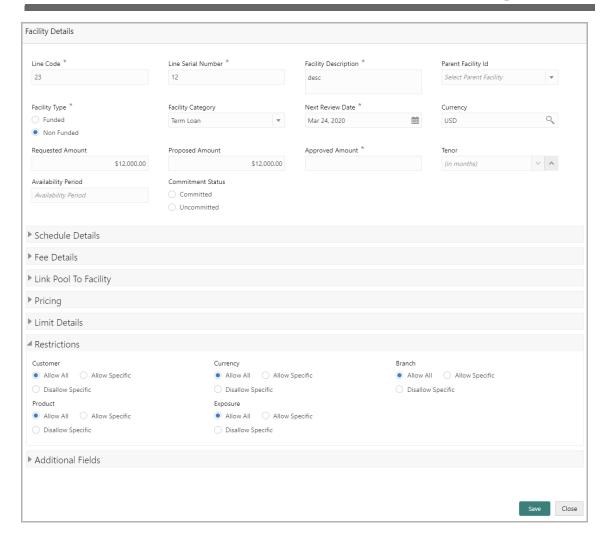


In *Limit Configuration* page, **Facilities**, **Collaterals**, **Covenants** and **Terms & Conditions** added during the proposal initiation are displayed.

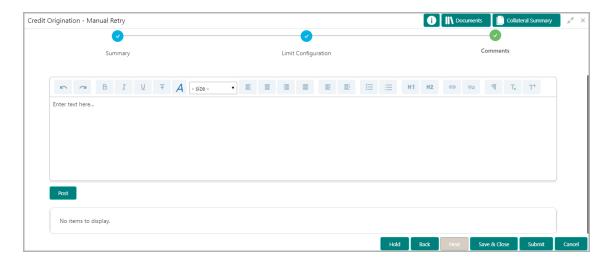
- 5. To configure the limit, click on the facility and then click the edit icon. *Facility Details* window appears.
- 6. Click and expand the Limit Details section.



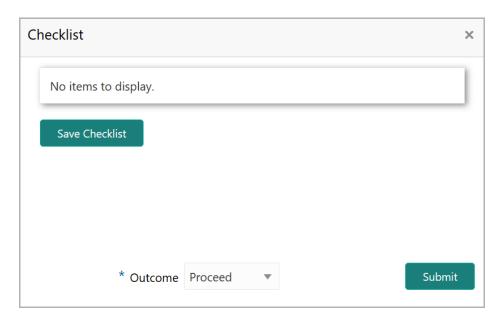
- 7. To set the facility as revolving facility, enable Is Revolving Line? switch.
- 8. If the currency of the facility is unadvised, enable Is UnAdvised Currency? switch.
- 9. To make the facility available, enable the **Available** switch.
- 10. Specify is **Netting Required** for the facility.
- 11. Enable Shadow Limit switch, if required.
- 12. To specify the facility validity, click the calendar icon and select the **Line Start Date** and **Line Expiry Date**.
- 13. Select the **Review Frequency** for the facility.
- 14. Click the calendar icon and select the **Renewal Date** for the facility.
- 15. Specify the limit allowed for the facility in **Exception Transaction Amount** field.
- 16. Specify the breach limit for the facility in **Exception Breach** field.
- 17. Specify the Day Light Limit and Day Light OD Limit for the facility.
- 18. Click and expand the **Restrictions** section.



- 19. Allow All, Allow Specific or Disallow Specific Customer, Currency, Branch, Product, and Exposure, based on the need.
- 20. Click Save. Limit Configuration page appears:
- 21. Click Next. Comments page appears.



- **22. Post** comments, if required. Posted comment is displayed below the **Comments** box.
- 23. Click Submit. Checklist window appears:



- 24. Select the Outcome as Proceed.
- 25. Click Submit. The proposal is moved to the Back Office System.

Chapter 15 - Document Upload

Document Upload and Checklist

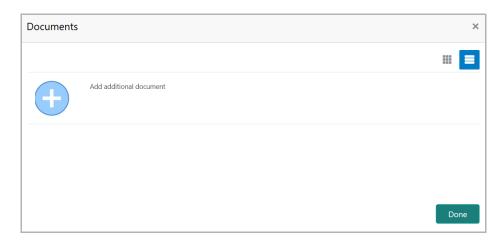
In OBCFPM, supporting documents such as balance sheets and collateral documents can be uploaded in any stage of credit proposal process. Supporting documents help the senior officers in bank to accurately evaluate the credit worthiness of the organization and approve the proposal. Documents added for the proposal can be removed whenever the document becomes invalid.

Steps to upload documents

1. Click at the top right corner of any page. *Documents* window appear:

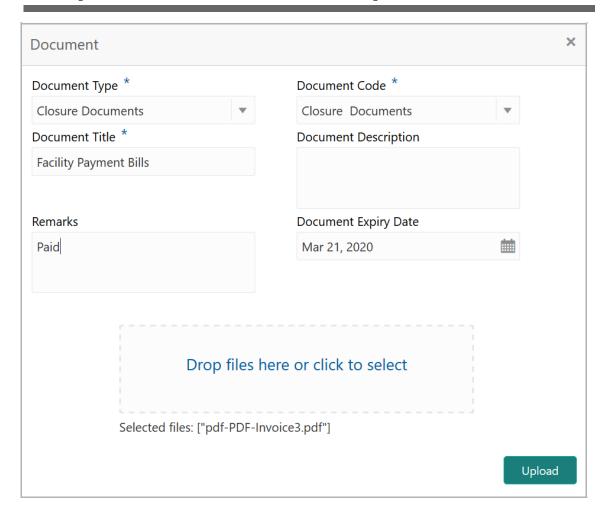


2. To change the table view to the list view, click the list icon at the top right corner. *Documents* window appears as shown below:



3. Click the add icon. *Document Details* window appears:

Chapter 15 - Document Upload



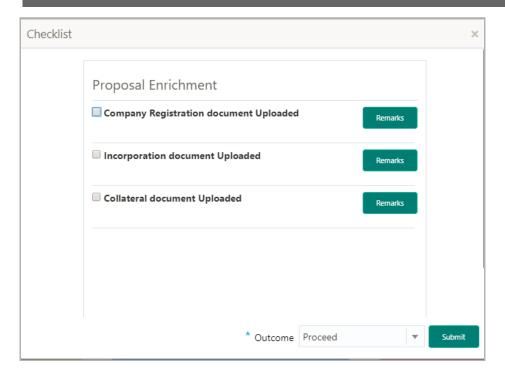
- 4. Select the **Document Type** and **Document Code** from the drop down list. The options available are: Amendment Documents, Proposal Documents and Closure Documents.
- 5. Type the **Document Title**.
- 6. Type the **Document Description** that best describes the document.
- 7. Type the Remarks based on your need.
- 8. Click the calendar icon and select the **Document Expiry Date**.
- 9. In **Drop files here or click to select** area, drag and drop the documents or click and select the documents. Selected files are displayed at the bottom.



To upload multiple supporting documents at the same time, drag and drop or click and select all the documents.

10. Click **Upload**. *Checklist* window appears:

Chapter 15 - Document Upload



- 11. Select the Outcome as Proceed.
- 12. Click Submit. Document is uploaded and listed in Document window.
- 13. To edit or delete the document, click the edit or delete icons.

Chapter 16 - Reference and Feedback

Reference and Feedback

References

For more information on any related features, you can refer to the following documents:

- · Oracle Banking Procedure User Guide
- · Oracle Banking SMS User Guide
- · Oracle Banking Common Core
- Oracle Banking Credit Facilities Process Management Installation Guides

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