User Guide

Oracle Banking Credit Facilities Process Management

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Oracle Banking Credit Facilities Process Management User Guide Oracle Financial Services Software Limited Oracle Park Off Western Express Highway Goregaon (East) Mumbai, Maharashtra 400 063 India Worldwide Inquiries: Phone: +91 22 6718 3000

Fax: +91 22 6718 3001

www.oracle.com/financialservices/

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1. Welcome to Oracle Banking Credit Facilities Process Management

Welcome to the Oracle Banking Credit Facilities Process Management (OBCFPM) User Manual. This manual provides an overview on the OBCFPM application and guides you through the various steps involved in creating and processing collaterals and credit facilities transactions. If you need any information, look out for the help icon.

This document is intended for helping you to conveniently create and process economic dependency of the customer in OBCFPM

Overview of OBCFPM

OBCFPM is a collateral and credit facilities middle office platform which enables your bank to streamline the Collateral and Credit facilities operations.

Benefits

OBCFPM application provides service for the customers and financial institutions. This service helps the financial institutions to manage the Collaterals and Credit Facilities of the corporate clients. OBCFPM allows you to:

- Handle Collateral Evaluation, Collateral Perfection, Collateral Review and Collateral Release process
- Handle Credit Proposal with Customer on-boarding
- Financial Document Upload of the corporate clients.
- Quantitative and Qualitative analysis of the corporate clients
- Handle Credit Exceptions

Key Features

- Stand-alone system agnostic to back office application
- Requires very little change to bank's existing core systems
- Faster time to market
- Highly configurable based on corporate specific needs
- Flexibility in modifying processes
- Roll Based Dashboards

2. Economic Dependency Analysis

Economic Dependency Analysis is the process of analyzing the customer's dependencies on the following parameters.

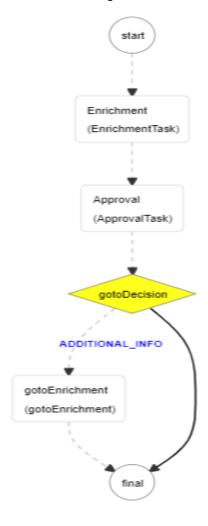
- Bankers
- Guarantors
- Shareholders
- Creditors
- Debtors
- Currency
- Country

- Advisors
- Contractors
- Insurers
- Top customers
- Top suppliers
- Directors
- Management team

This helps in understanding how the cash flow or the overall financial or trading position of the bank's customer will change in case of any variation in the terms of interaction with these factors.

The change in terms of interaction with these factors can impact the customers' ability to service loans, meet conditions or adhere to the general covenants put in force by the bank.

Economic Dependency Analysis - Process Flow Diagram



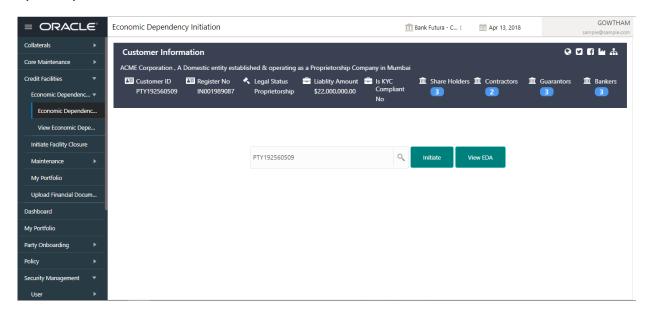
The Economic Dependency Analysis process has the following stages handled by users authorized to perform the task under those stages.

- 1. Enrichment
- 2. Approval

Enrichment

Menu→Credit Facilities →Economic Dependency Analysis → Economic Dependency Analysis Initiation

(Screen)



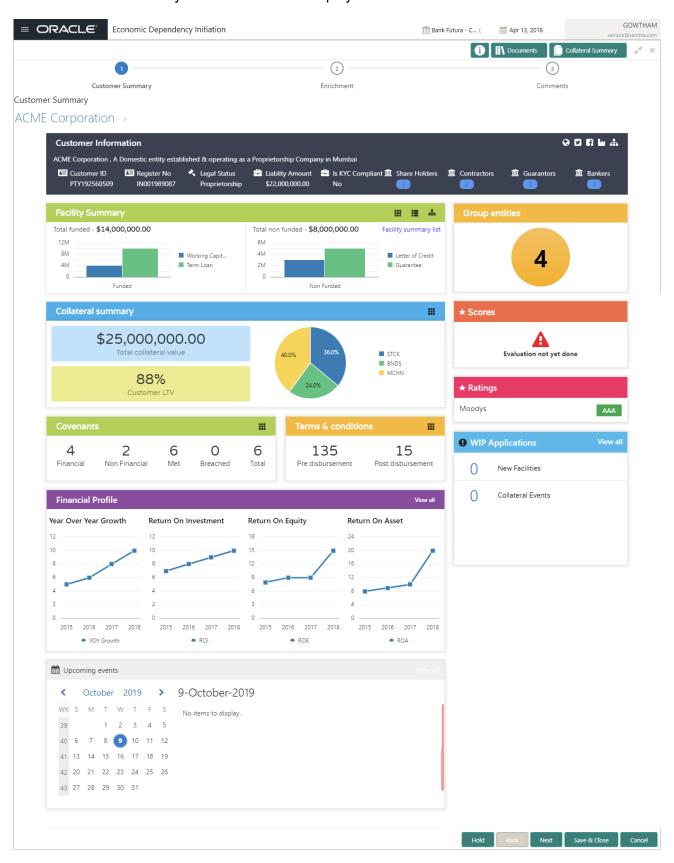
From the 'menu bar', you can initiate a new economic dependency analysis.

On selecting, Economic Dependency Analysis, a new screen will open to capture the details.

User can select the customer (party) and click on Initiate to start with the economic dependency analysis.

2.1.1Customer Summary

The Customer's summary information will be displayed.



Action Buttons on the footer

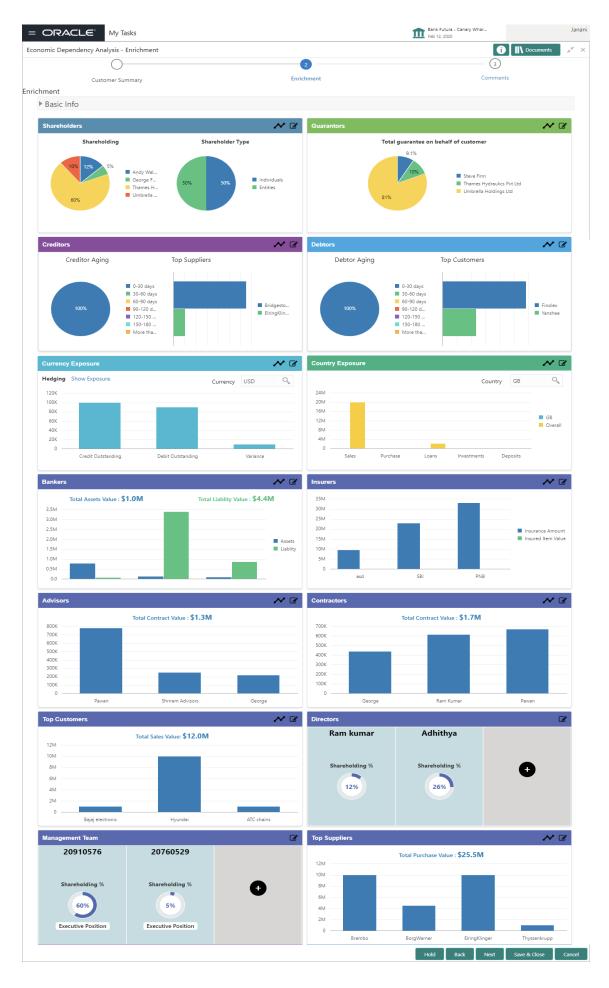
- a. Save & Close On click of Save & Close, the details of the captured will be saved.
 - a. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured.
- b. **Hold** On Click of Hold the task status will be suspended and the task will be available in the Hold queue.
 - a. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured.
- **c. Cancel** On Click the system will ask for confirmation and on confirming the task will be closed without saving the data.
- **d. Next** On click of Next, the details of the captured will be saved and then system will move to the Next Screen.
 - b. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured.

2.1.2 Enrichment

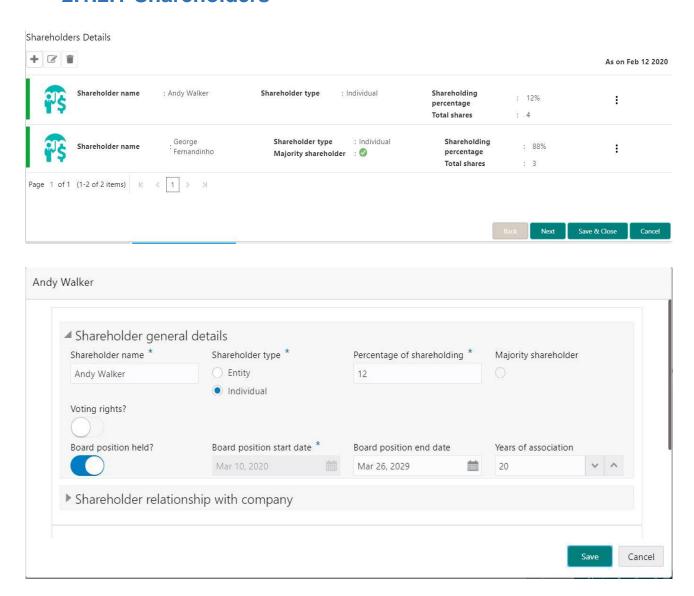
The customer's economic dependencies on the following parameters will be displayed and the user can modify the same.

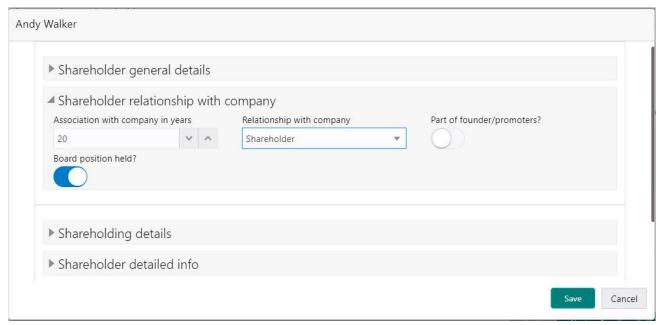
- Bankers
- Guarantors
- Shareholders
- Creditors
- Debtors
- Currency
- Country

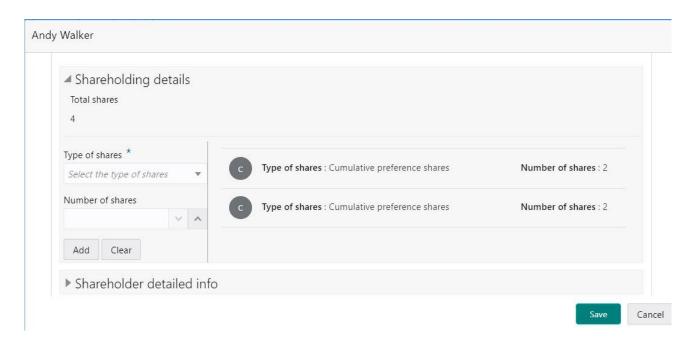
- Advisors
- Contractors
- Insurers
- Top customers
- Top suppliers
- Directors
- Management team

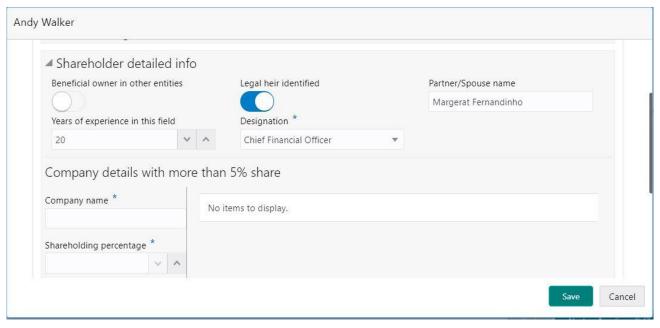


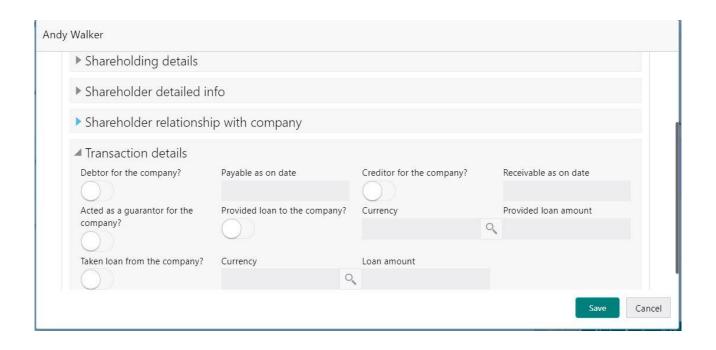
2.1.2.1 Shareholders











			Siz	Man- da-	Vali- da-
Field name	Description	Туре	e	tory	tions
Share Holder Name	Capture the Shareholder Name	Text	150	Yes	
	Select the Shareholder Type The shareholder Types are 1. Individual				
Shareholder Type	2. Entity	Text	4	Yes	
Shareholding Per- centage	Capture the Share Holding Percentage	Nu- meric	6,2	Yes	
No of shares	Capture the Number of shares	Num- ber	6	Yes	
Type of shares	Select the Type of Shares 1.Ordinary shares 2. Cumulative preference shares 3. Preference shares 4.Bearer shares 5.Non-Voting shares 6.Redeemable shares	Text	4	Yes	
Majority Share- holder	Select if majority shareholder	Text	1		
Voting Rights	Select if the Shareholder has Voting Rights	Text	1		
%age of voting rights	Capture the Percentage of Voting Rights	Nu- meric	6,2	yes	Only if Voting Rights is se- lected
Board Position held	Select if the shareholder has held a Board Position	Text	1		

Board Position start date	Select the Board Position start date	Date			
Board position end date	Select the Board Position end date	Date			
Years of association	Capture the Years of Association	Num- ber	3	Yes	

Shareholder relationship with company

				Ma nd ato	
Field name	Description	Туре	Size	ry	Validations
Relationship with com-	Select the relationship of the	Dropd			Only if type is
pany	shareholder with the company	own	4		"Individual"
Part of Founder/pro-	Enable if the shareholder is part	Bool-	4		
moter	of founder/promoter	ean	1		
Is decision maker	Enable if the shareholder is a decision maker	Bool- ean	1		Only if type is "Entity"
Shareholder Detailed Info					
Beneficial Owner in other entities	Select if beneficial owner in other entities	Text	1		Only if the shareholder type is Indi- vidual
Type of company					Only if the
		Dropd	_		shareholder
	Select the Type of Company	own	4		type is Entity
No of companies with more than 5% share-holding	Capture the Number of compa- nies the shareholder has more than 5% shares	Nu- meric	4		
Name of company with more than 5% share holding	Capture the Names of the company in which the shareholders has more than 5% shares	List or Multi- Select	150		Only if Number of companies with more than 5% shareholding is more than zero
Legal heir identified	Select if the Legal Heir is Identified	Text	4		Only if the shareholder type is Individual
					Only if the
	Capture the date of incorpora-				shareholder
Date of incorporation	tion	Date			type is Entity
Partner/spouse name	Capture the Spouse or Partner Name	Text	150		Only if the shareholder type is Individual

				Only if the
				shareholder
Educational Qualifica-	Capture the Education Qualifi-	_ ,	450	type is Indi-
tion	cation of the Shareholder	Text	150	vidual
				Only if the
Vacua of aumonianas in	Continue the Manual of Figure :	NI		shareholder
Years of experience in	Capture the Years of Experi-	Nu-	2	type is Indi-
this field	ence in this Field	meric	3	vidual
		Nu-		Only if the shareholder
Voors of operation	Conture the Veers of Operation	meric	3	
Years of operation	Capture the Years of Operation	menc	3	type is Entity
	Capture the Turnever is the last	Nu-		Only if the shareholder
Turnover in the last FY	Capture the Turnover is the last financial year	meric	22,3	
SHE as per the last FY	illianciai yeai	IIIeIIC	22,3	type is Entity Only if the
SHE as per the last F1	Capture the Shareholders Eq-	Nu-		shareholder
	uity for last FY	meric	22,3	type is Entity
Common Board mem-	dity for last 1	IIICIIC	22,0	Only if the
bers	Select if the shareholder is a			shareholder
0013	common board member	Text	1	type is Entity
Similar type of business	Common board member	TOAL	'	Only if the
Offinal type of business	Select if the shareholder is of			shareholder
	similar type of business	Text	1	type is Entity
Provided Guarantee to	Select if the shareholder has	TOAL		typo io Entity
company	provided Guarantee to the			
Company	Company	Text	1	
Taken guarantee from	Select if the shareholder has			Only if the
company	taken Guarantee from the Com-			shareholder
' '	pany	Text	1	type is Entity
Loan taken from com-	Select if the shareholder has			
pany	taken loan from the Company	Text	1	
Loan amount	taken loan nom the company	Nu-	'	
Loan amount	Capture the Loan Taken	meric		
	Amount	(22,3)	22,3	
Loan extended to com-	Select if the shareholder has	(22,0)	22,0	
pany	provided Guarantee to the			
	Company	Text	1	
Loan Amount		Nu-		
	Capture the Loan Provided	meric		
	Amount	(22,3)	22,3	
Debtor for the company	Select if the shareholder has	, ,		
	provided Guarantee to the			
	Company	Text	1	
Payable as on date		Nu-		
	Capture the as on date Payable	meric		
	Amount	(22,3)	22,3	
Creditor for the com-	Select if the shareholder has			
pany	provided Guarantee to the			
	Company	Text	1	
Receivable as on date		Nu-		
	Capture the as on date Receiv-	meric		
	able Amount	(22,3)	22,3	

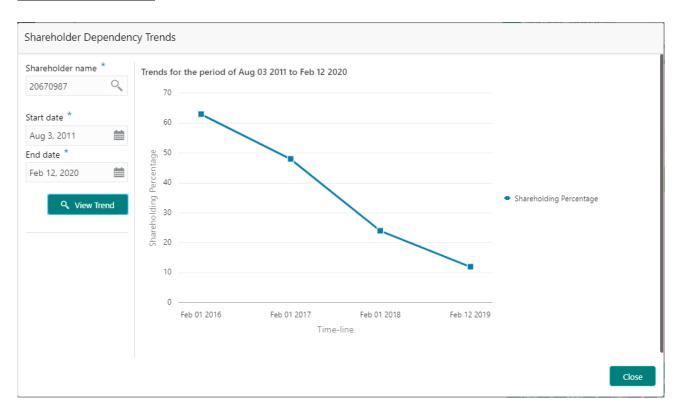
Analysis:

A qualitative analysis about the shareholders of the customers are made in the analysis hop of the current wizard. Based upon the maintenance a set of questions are required to be answered to calculate the qualitative score.

Comments:

Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the shareholders of the customer. This will be visible in all the stages	Input	Free Text	600	Mandatory	

Trend analysis:

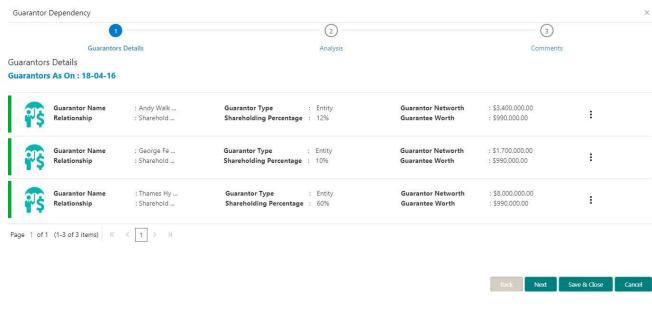


The trend analysis can be used to analyze the variation trends in the shareholding percentage of all the shareholders of the customer. Analyze the variation trend chart from the history records of the customer.

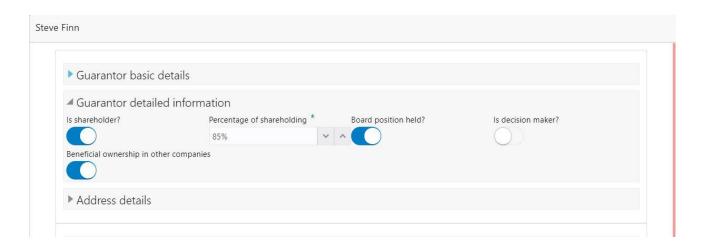
Field Name	Description	Attribute Type	Size	Manda- tory	Field Valida- tion
Shareholder name	Name of the shareholder whose trend has to be seen	LOV	300	Yes	

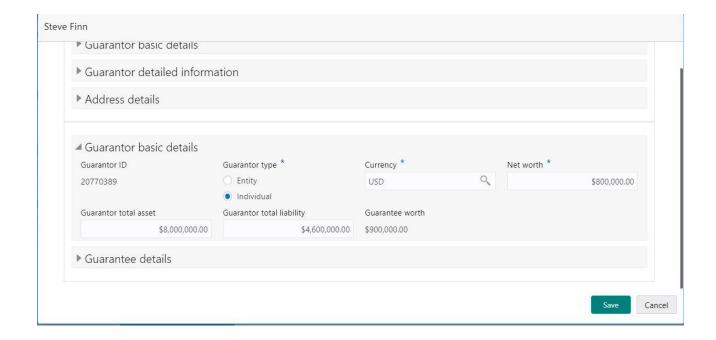
Start date	Date from which the trend has to be seen	Date	Yes	
End date	Date upto which the trend has to be seen	Date	Yes	Greater than start date

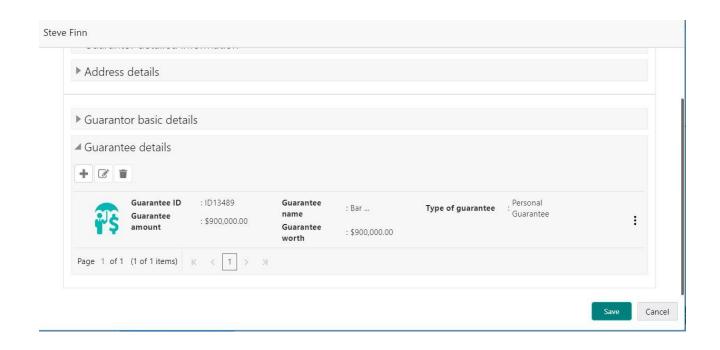
2.1.2.2 Guarantors











				Ma nd ato	
Field name	Description	Туре	Size	ry	Validations
Guarantor				Ye	
Name	Capture the Guarantor Name	Text	150	S	
Guarantor Type	Select the Guarantor Type The Guarantor Types are 1. Individual 2. Entity	Dropdow n	1	Ye s	
Age	Capture the Age of Guarantor	Number	3		Only if the Guarantor Type is Indi- vidual
Guarantor net worth	Capture the Net worth of the Guarantor	Numeric	22,3	Ye s	
Relationship with company	Capture the Relationship with Company	Text	150		
Communica- tion Address	Capture the Communication Address with usual Address fields	Collapsi- ble			
Registration Address	Capture the Registration Address with usual Address fields				
Shareholder	Select if the Guarantor is a Share-holder	Text	1		
Shareholding % age	Capture the Shareholding %	Numeric	6,2		Only if the Guarantor is a shareholder
Board Position held	Select if the board position is held by the Guarantor	Text	1		
Decision Maker	Select If the Guarantor is a decision maker	Text	1		

Part of the Founder	Select if the Guarantor is a founder	Text	1	
Part of the Promoters	Select if the Guarantor is a promoters	Text	1	
Beneficial Owner in other entities	Select if beneficial owner in other entities	Text	1	
Legal heir identified	Capture the legal heir is identified	Text	150	Only if the Guarantor type is Indi- vidual
Guarantor total assets	Capture the Guarantor total assets	Numeric	22,3	
Guarantor total Liability	Capture the Guarantor total liability	Numeric	22,3	Only if the Guarantor type is Indi- vidual
Guarantor Net worth	Capture the Guarantor net worth	Numeric	22,3	Only if the Guarantor type is Indi- vidual
Intangible Assets	Capture the Intangible Assets	Numeric	22,3	Only if the Guarantor type is Entity
Tangible Net worth	Capture the Tangible Assets	Numeric	22,3	Only if the Guarantor type is Entity

Guarantee Details

				Manda-	
Field name	Description	Type	Size	tory	Validations
Name	Capture the Name of the Guar-				
	antee	Text	150	Yes	
Guarantee ID	Capture the Guarantee ID	Text	16	Yes	
Guarantee given to	Select the Guarantee Given to 1. Individual 2, Entity 3. Govt 4.Lender	Dropdown	1	Yes	
Guarantee		•			
Amount	Capture the Guarantee Amount	Numeric	22,3	Yes	
Guarantee Start date	Capture the Guarantee Start Date	Date		Yes	
Guarantee va- lidity up to	Capture the Guarantee End Date which Guarantee Validity up to date	Date			
Guarantee Purpose	Capture the Purpose of the Guarantee	Text	3000		

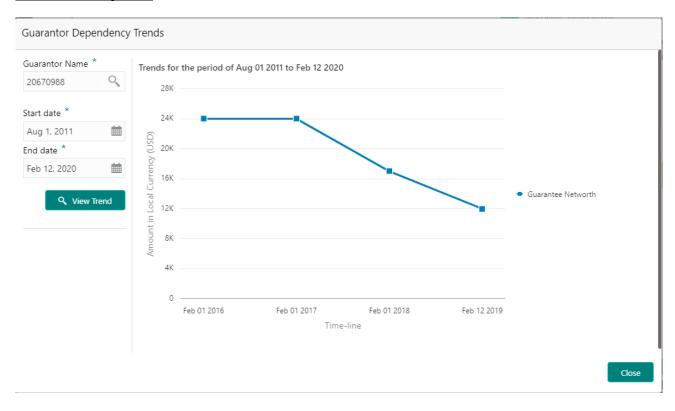
Analysis:

A qualitative analysis about the guarantors of the customers are made in the analysis hop of the current wizard. Based upon the maintenance a set of questions are required to be answered to calculate the qualitative score.

Comments:

Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the guarantors of the customer. This will be visible in all the stages	Input	Free Text	600	Mandatory	

Trend analysis:

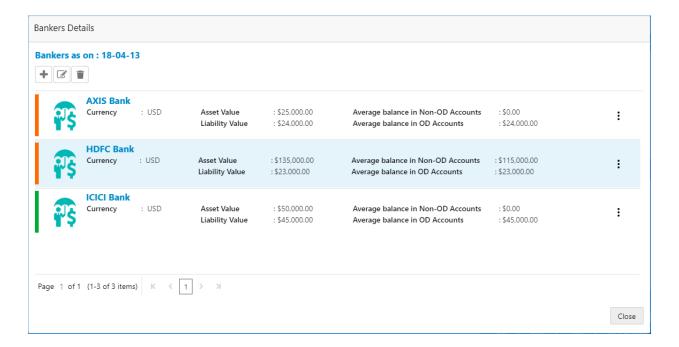


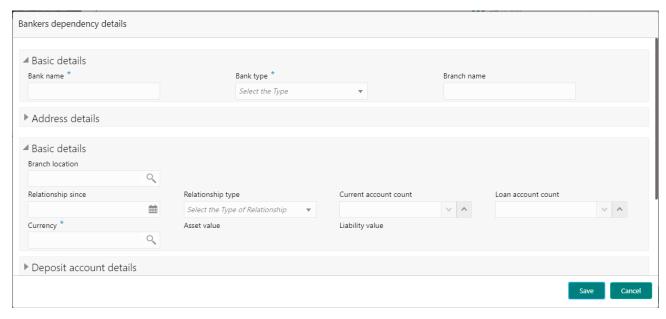
The trend analysis can be used to analyze the variation trends in the guarantee net worth of all the guarantors of the customer. Analyze the variation trend chart from the history records of the customer.

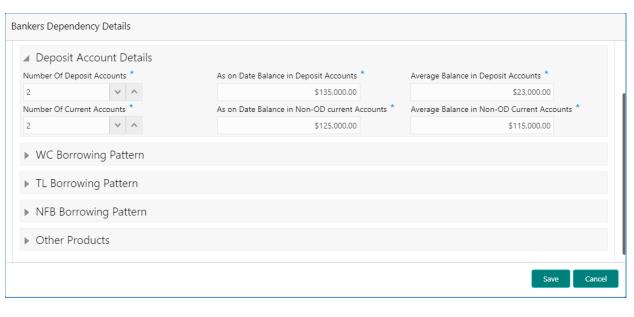
Field Name	Description	Attribute Type	Size	Manda- tory	Field Valida- tion
Guarantor name	Name of the guarantor whose trend has to be seen	LOV	300	Yes	

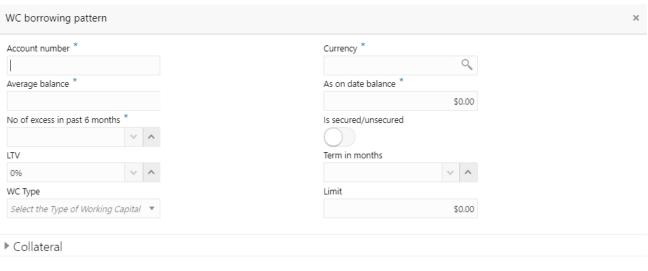
Start date	Date from which the trend has to be seen	Date	Yes	
End date	Date upto which the trend has to be seen	Date	Yes	Greater than start date

2.1.2.3 Bankers



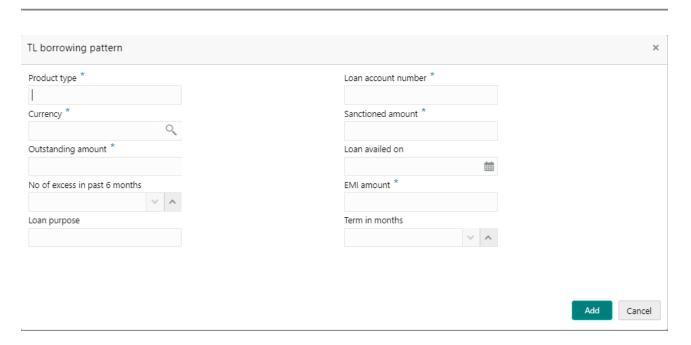


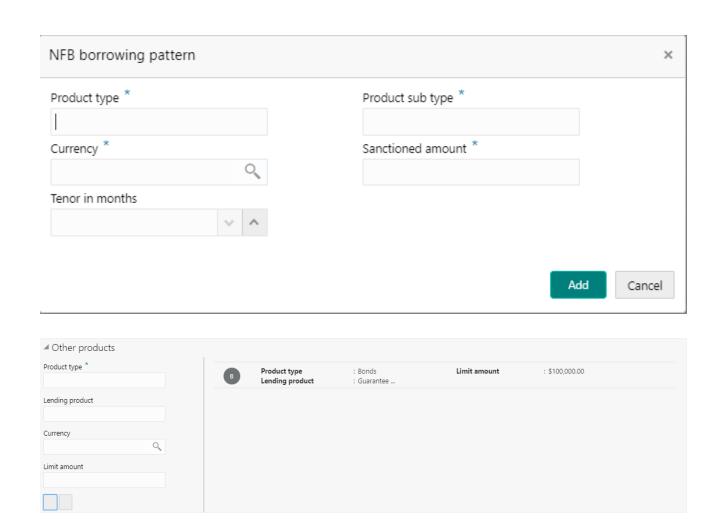




Add

Cancel





Field name	Description	Туре	Size	Man- da- tory	Validations
Bank		71			
Name	Capture the Bank Name	Text	150	Yes	
Bank Type	Select the Bank Type 1. Private 2. Public Sector Unit	Dropdown	1	Yes	
Branch Name	Capture the Branch Name where the main account is held	Text	150		
Type of re- lationship	Select the type of relationship 1. Loans 2. Deposits 3. Mixed	Dropdown	1	Yes	
Relation- ship Since	Capture the Relationship Start Date	Date			
Current ac- count count	Capture the no of current accounts	Number	22,3		
Loan ac- count count	Capture the number of loan accounts	Number	22,3		

Asset rela- tionship	Capture the Total Asset Relation- ship Value	System Calcu-	22,3		
•	Ship value				
value		lated			
Liability re-	Capture the Total Liability Rela-	System	22,3		
lationship	tionship Value	Calcu-			
value		lated			

Deposit Account Details

				Man- da-	
Field name	Description	Туре	Size	tory	Validations
Bank Name	Select the Bank Name	LOV	150	Yes	
Number of Deposit accounts	Capture the Number of Deposit Accounts	Numeric	5	Yes	
As on date Balance in deposit accounts	Capture the As on date Balance of the Deposit Accounts	Numeric	22,3		Only if Number of deposit accounts is more than 0
Average Balance in deposit accounts	Capture the Average Balance of the Deposit Accounts	Numeric	22,3		Only if Num- ber of deposit accounts is more than 0
Number of current accounts	Capture the Number of Current Accounts	Numeric	5	Yes	
As on date balance in current accounts	Capture the As on date Balance of Current Accounts	Numeric	22,3		Only if Number of current accounts is more than 0
Average balance in current accounts	Capture the Average Balance of Current Accounts	Numeric	22,3		Only if Number of current accounts is more than 0

WC Borrowing Pattern

tom	1			,
Bank name	Select the Bank Name	LOV	150	Yes
OD Account Number	Capture the OD Account			Yes
	Number	Text	16	
Od Limit	Capture the OD Limit	Numeric	22,3	Yes
Average Balance	Capture the Average Bal-			
	ance	Numeric	22,3	
No. of Excesses in the	Capture the Number of ex-			
past 6 months	cesses in the past 6 months	Numeric	4	
Secured/Unsecured	Select if the OD is Secured	Text	1	Yes
Collateral Type	Select the Collateral type	Dropdown	4	Yes
LTV	Capture the LTV	Numeric	22,3	
Other WC Product	Capture the Other WC Prod-			
	uct	Text	16	

Limit	Capture the Limit of the Other WC Product	Numeric	22,3		
TI Parrowing Pattorn					
TL Borrowing Pattern Bank name	Select the Bank Name	LOV	150	Yes	
_ = = = = = = = = = = = = = = = = = = =		LOV	130	163	
TL Product Type	Capture the Term Loan Product Type	Text	150	Yes	
Loan Account Number	Capture the Loan Account Number	Text	16	Yes	
Sanctioned Amount	Capture the Loan Sanctioned Amount	Numeric	22,3	Yes	
Current outstanding	Capture the Current Outstanding amount of the Loan	Numeric	22,3	Yes	
Term in months	Capture the Term of the Loan in Months	Number	4	Yes	
Loan availed on	Capture the Loan Availed Date	Date		Yes	
No. of Excesses in the past 6 months	Capture the Number of excesses in the past 6 months	Number	3		
EMI	Capture the EMI Amount	Numeric	22,3		
Loan Purpose	Capture the Purpose of the Loan	Text	300		
NFB Borrowing pattern					
Bank name	Select the Bank Name	LOV	150	Yes	
Product Type	Capture the Product Type	Text	150	Yes	
Product Sub-type	Capture the sub-product type	Text	150		
Sanctioned amount	Capture the sanctioned amount	Numeric	22,3	Yes	
Tenor	Capture the Tenor in Months	Number	4		

Othor	Products	
()III (PIOOUCIS	

Bank Name	Select the Bank Name	LOV	150	Yes	
Product Type	Capture the Product Type	Text	150	Yes	
Lending Product	Capture the Lending Product	Text	150	Yes	
Limit amount	Capture the Limit Amount	Numeric	22,3	Yes	

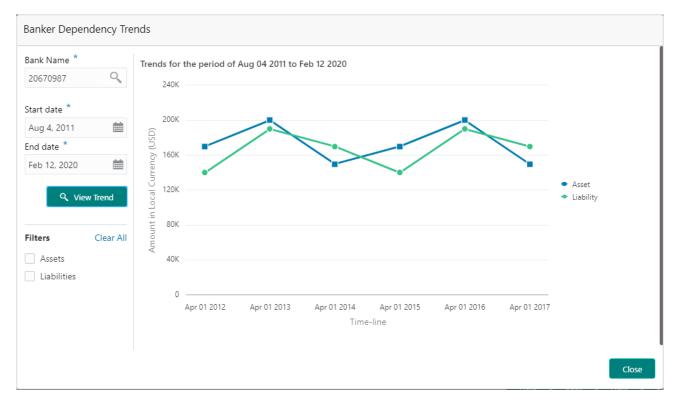
Analysis:

A qualitative analysis about the bankers of the customers are made in the analysis hop of the current wizard. Based upon the maintenance a set of questions are required to be answered to calculate the qualitative score.

Comments:

Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the bankers of the customer. This will be visible in all the stages	Input	Free Text	600	Mandatory	

Trend analysis:

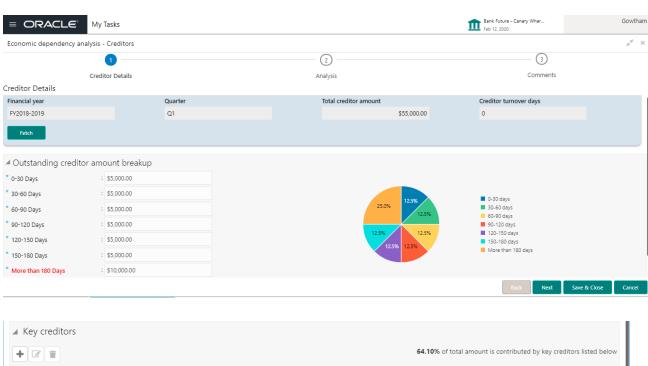


The trend analysis can be used to analyze the variation trends in the assets and liabilities of all the bankers of the customer. Analyze the variation trend chart from the history records of the customer.

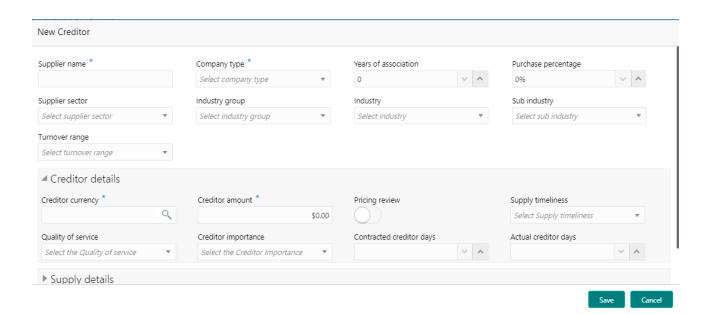
Field Name	Description	Attribute Type	Size	Manda- tory	Field Valida- tion
Bank name	Name of the bank whose trend has to be seen	LOV	150	Yes	

Start date	Date from which the trend has to be seen	Date	Yes	
End date	Date upto which the trend has to be seen	Date	Yes	Greater than start date

2.1.2.4 Creditors







Field name	Description	Туре	Size	Man- da- tory	Valida- tions
Supplier name	Captures the supplier name	Text	300	Yes	
Years of association	Captures the number of years of association	Numeric	3		
Company type	Select the company type from the list.	Dropdown	4		
Purchase per- centage	Captures the purchase percentage	Numeric	3	Yes	
Supplier sector	Select the appropriate sector from the list	Dropdown	4		
Industry group	Select the appropriate industry group from the list	Dropdown	4		
Industry	Select the appropriate industry from the list	Dropdown	4		
Sub industry	Select the appropriate sub industry from the list	Dropdown	4		
Turnover range	Select the appropriate turnover range from the list	Dropdown	4		
Creditor Cur- rency	Currency in which Creditor amount is to be paid	LOV	3		
Creditor Amount	Creditor amount balance which has to be paid.	Number	22,3		
Pricing review	Select If Pricing Review 1.Yes or No	Text	1		

Supply timeli- ness	Capture the Supply time lines 1. Good			
11000	2.Average			
	3.Poor	Dropdown	4	
Quality of Ser-	Select the Quality of Service			
vice	1. Good			
	2.Average			
	3.Poor	Dropdown	4	
Creditor Importance	Select the Creditor Importance 1. Critical			
	2. Average	Dropdown	4	
Contracted				
Creditor days	Creditor days contracted	Number	10	
Actual Creditor				
days	Actual creditor days contracted	Number	10	

Supply Details

Supplier name	Capture the Supplier Name	Text	105	yes	
Supply Type	Select the Supply Type	Text	4	yes	
Requirement					
frequency	Select the requirement frequency		4	yes	
Per Unit cost	Per Unit cost Capture the Per Unit Cost Nur				
Unit bought last	Capture the Number of Units bought in				
FY	Last FY	Number	5		
Quality Issues	Select if Quality Issues are found	Text	4		
No of units re-					
turned in Last					
FY	Capture the Number of Units Returned	Number	4		

Creditor Aging

Orealtor Aging			
Creditor Name	Select the Creditor name	LOV	150
0-30 days	Capture the 0-30 days past due pay-		
	ments	Number	22,3
31-60 days	Capture the 31-60 days past due pay-		
	ments	Number	22,3
61-90 days	Capture the 61-90 days past due pay-		
	ments	Number	22,3
91-120 days	Capture the 91-120 days past due pay-		
	ments	Number	22,3
121-150 days	Capture the 121-150 days past due		
	payments	Number	22,3
151-180 days	Capture the 151-180 days past due		
	payments	Number	22,3
above 180 Days	Capture the above 180 days past due		
	payments	Number	22,3

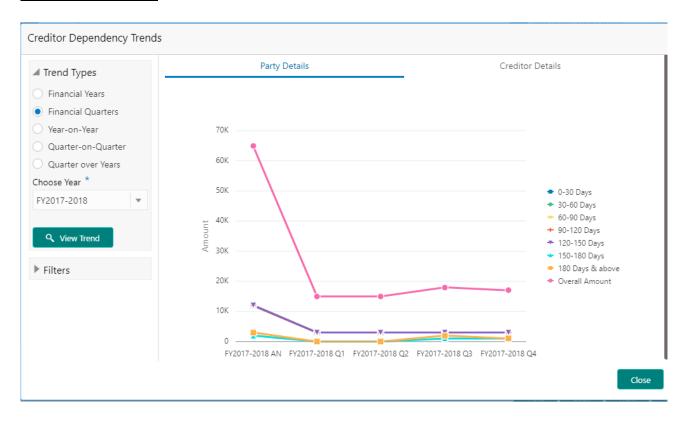
Analysis:

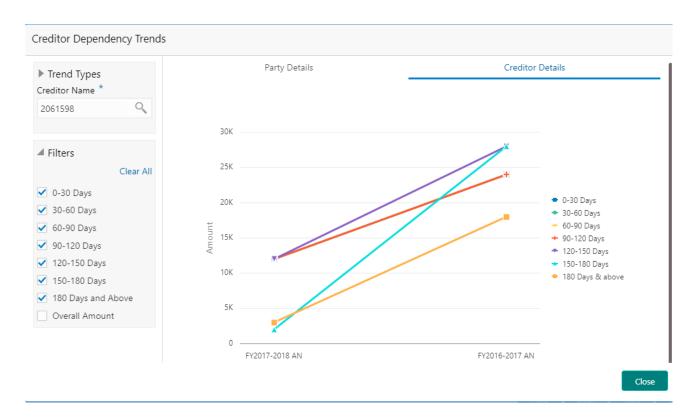
A qualitative analysis about the creditors of the customer are made in the analysis hop of the current wizard. Based upon the maintenance a set of questions are required to be answered to calculate the qualitative score.

Comments:

Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the creditors of the customer. This will be visible in all the stages	Input	Free Text	600	Mandatory	

Trend analysis:



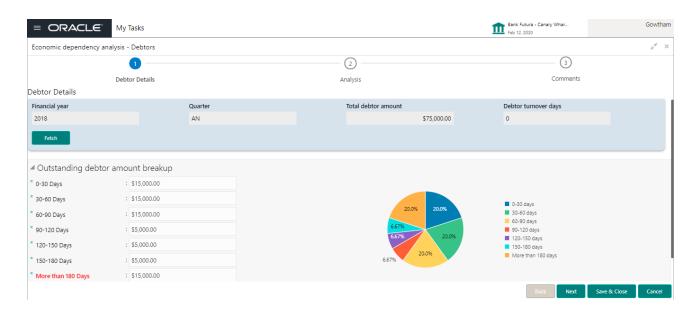


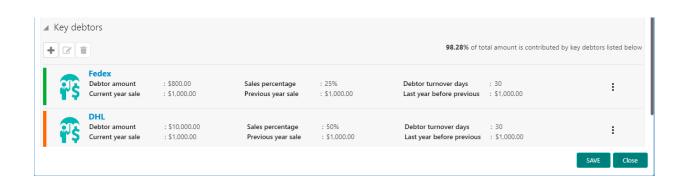
The trend analysis can be used to analyze the variation trends in overall creditor amount and the breakup amount at regular intervals of the customer. It also enables us to analyze the balance amount and its breakup of the individual creditors of the customer. Analyze the variation trend chart from the history records of the customer.

Field Name	Description	Attribute Type	Size	Manda- tory	Field Valida- tion
Creditor name	Name of the creditor whose trend has to be compared	LOV	300	Yes	If credi- tor de- tails tab is clicked
Trend types	Select the trend type which has to be seen 1.Financial years 2.Financial Quarters 3.Year on year 4.Quarter on Quarter 5.Quarter over years	Radio		Yes	
Choose year	Year for which trend has to be seen	Dropdow n	12	Yes	If finan- cial quar- ters is selected
Choose year 2	Years for which the trend has to be compared	Dropdow n	12	Yes	If year on Year is selected
Choose year 1 Choose Quarter1 Choose year2 Choose quarter 2	Years and Quarter for which the trend has to be compared	Dropdow n	12	Yes	If Quarter on Quarter is selected

Choose Quarter	Choose quarter whose trend for	Dropdow	12	Yes	If Quar-
	past years has to be compared	n			ter over
					years is
					selected.

2.1.2.5 **Debtors**





Field name	Description	Туре	Size	Man- da- tory	Valida- tions
Customer name	Captures the customer name	Text	300	Yes	Text Only
Years of association	Captures the number of years of association	Numeric	3		Should not al- low val- ues be- low 0.

Signed contract	Enable if signed a contract	Boolean	1		
Contract expiry date	Select the expiry date of the contract	Date			
Customer sector	Select the appropriate sector from the list	Dropdown	4		
Industry group	Select the appropriate industry group from the list	Dropdown	4		
Industry	Select the appropriate industry from the list	Dropdown	4		
Sub industry	Select the appropriate sub industry from the list	Dropdown	4		
Turnover range	Select the appropriate turnover range from the list	Dropdown	4		
Type of company	Select the Type of Company 1. Proprietorship 2. Public 3. Private 4.Trusts 5.Clubs 6.Society 7.Associations 8.Limited Liability Partnership 9.Foreign bodies 10.NGO	Dropdown	4	Yes	
Major Product Sold	Capture the major of products sold	String	600		
Sales percent- age	Capture the sales percentage of the main product sold	Number	3		Below 100
Debtor Currency	Currency in which Creditor amount is to be paid	LOV	3		
Debtor Amount	Debtor amount balance which has to be paid.	Number	22,3		
Debtor Importance	Select the Debtor Importance 1. Critical 2. Average	Dropdown	4		
Debtor turnover days	Actual debtor days contracted	Number	10		

Supply Details

Name	Capture of the product	Text	150	Yes	
Major product Sold	Capture the number of product sold	Number	4	Yes	
Requirement frequency	Select the Order Frequency. 1. Monthly 2. Quarterly	Dropdown	4	Yes	
Per Unit cost	Capture the Per Unit Cost	Numeric	22,3	Yes	
Unit Sold last FY	Capture the Number of Units Sold in Last FY	Number	4		
Payment Is- sues	Select if there is payment issues	Text	4	Yes	
No of times payment terms ex-	Capture the Number of times pay-				
ceeded	ment terms exceeded	Number	4		

Debtor Aging

Debitor Aging					
Debtor Name	Select the Debtor name	LOV	150		
0-30 days	Capture the 0-30 days past due				
	invoices	Number	22,3		
31-60 days	Capture the 31-60 days past due				
	invoices	Number	22,3		
61-90 days	Capture the 61-90 days past due				
	invoices	Number	22,3		
91-120 days	Capture the 91-120 days past due				
	invoices	Number	22,3		
121-150 days	Capture the 121-150 days past				
	due invoices	Number	22,3		
151-180 days	Capture the 151-180 days past				
	due invoices	Number	22,3		
above 180	Capture the above 180 days past				
Days	due invoices	Number	22,3		
Last Payment	Capture the Last Payment Date	Date		Yes	
Payment					
Amount	Capture the last Payment amount	Numeric	22,3	Yes	

Analysis:

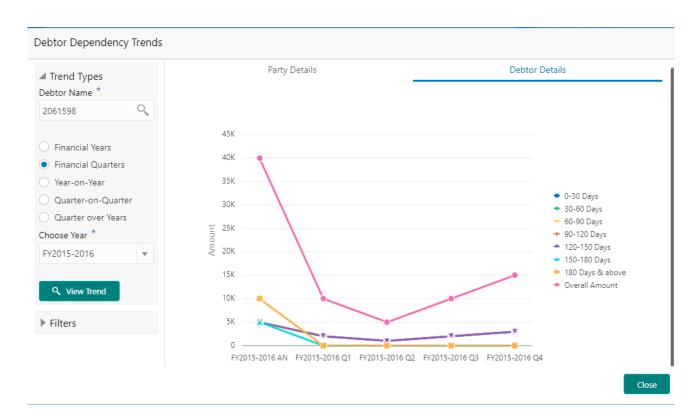
A qualitative analysis about the debtors of the customers are made in the analysis hop of the current wizard. Based upon the maintenance a set of questions are required to be answered to calculate the qualitative score.

Comments:

Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the debtors of the customer. This will be visible in all the stages	Input	Free Text	600	Mandatory	

Trend analysis:



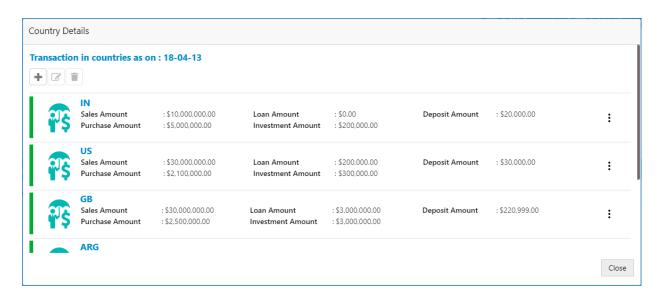


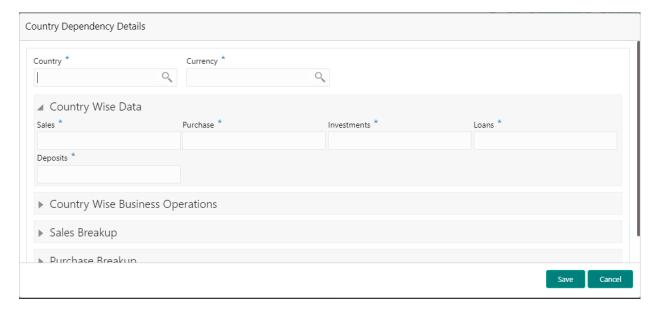
The trend analysis can be used to analyze the variation trends in overall debtor amount and the breakup amount at regular intervals of the customer. It also enables us to analyze the balance amount and its breakup of the individual debtors of the customer. Analyze the variation trend chart from the history records of the customer.

Field Name	Description	Attribute Type	Size	Manda- tory	Field Valida- tion
Debtor name	Name of the debtor whose trend has to be compared	LOV	300	Yes	If debtor details tab is clicked
Trend types	Select the trend type which has to be seen 1.Financial years 2.Financial Quarters 3.Year on year 4.Quarter on Quarter 5.Quarter over years	Radio		Yes	
Choose year	Year for which trend has to be seen	Dropdow n	12	Yes	If finan- cial quar- ters is selected
Choose year 2	Years for which the trend has to be compared	Dropdow n	12	Yes	If year on Year is selected
Choose year 1 Choose Quarter1 Choose year2 Choose quarter 2	Years and Quarter for which the trend has to be compared	Dropdow n	12	Yes	If Quarter on Quarter is selected

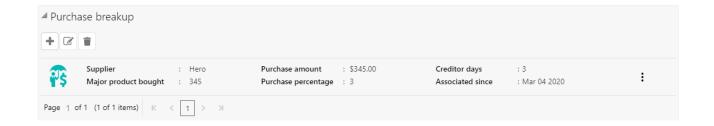
Choose Quarter	Choose quarter whose trend for	Dropdow	12	Yes	If Quar-	
	past years has to be compared	n			ter over	
					years is	
					selected.	l

2.1.2.6 Country









Field name	Description	Туре	Siz e	Ma nd ato ry	Vali da- tio ns
Country Name	Select the Country Code	LOV	3	Yes	
Currency	Select the Currency Code	LOV	3	Yes	
Sales	Capture the Total Sales Amount	Nu- meric	22, 3	Yes	
Purchase	Capture the Total Purchase Amount	Nu- meric	22, 3	Yes	
Investments	Capture the Total Investment Amount	Nu- meric	22, 3	Yes	
Loans	Capture the Total Loan Amount	Nu- meric	22, 3	Yes	
Deposits	Capture the Total Deposits Amount	Nu- meric	22, 3	Yes	

Country Wise business operations

Product sold

debtor days

association since

Country Name	Select the Country Code	LOV	3	Yes	
		Nu-			
Market share in %age	Capture the Market Share Percentage	meric	6,2	Yes	
	Capture the number years of Presence	Num-			
Presence for years	in Market	ber	3	Yes	
		Num-			
Products Sold	Capture the Number of products sold	ber	6	Yes	
	Capture the date from which this asso-				
Association since	ciation started	Date		yes	
Sales Break up					
Country Name	Select the Country Code	LOV	3	Yes	
			15		
Top 5 customers	Capture the top 5 customer name	Text	0	Yes	
		Nu-	22,		
Sales	Capture the Sales Amount	meric	3	Yes	
		Nu-			
%age of total sales	Capture the Percentage of total Sales	meric	6,2	Yes	
		Nu-			

Capture the Number of products sold

Capture the date from which this asso-

Capture the debtor days

ciation started

10

10

yes

meric Nu-

meric

Date

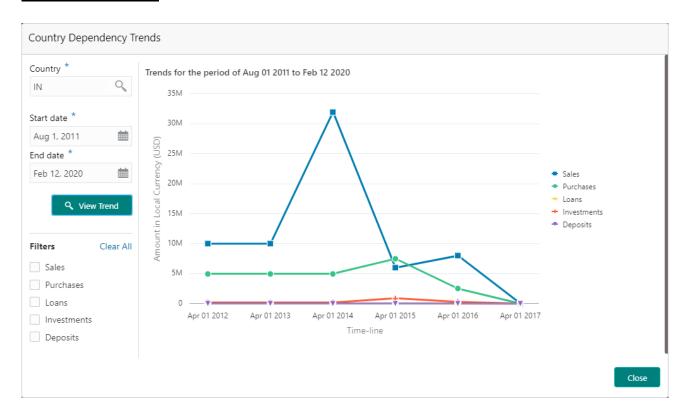
Purchase Break up					
Country Name	Select the Country Code	LOV	3	Yes	
			15		
Top 5 Suppliers	Capture the top 5 supplier name	Text	0	Yes	
		Nu-	22,		
Purchase	Capture the purchase Amount	meric	3	Yes	
	Capture the Percentage of total pur-	Nu-			
%age of total purchase	chase	meric	6,2	Yes	
	Capture the Number of products	Nu-			
Product bought	bought	meric	10		
		Nu-			
Creditor days	Capture the creditor days	meric	10		
	Capture the date from which this asso-				
association since	ciation started	Date		yes	

A qualitative analysis about the country exposure of the customers are made in the analysis hop of the current wizard. Based upon the maintenance a set of questions are required to be answered to calculate the qualitative score.

Comments:

Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the country exposure of the customer. This will be visible in all the stages	Input	Free Text	600	Mandatory	

Trend analysis:



The trend analysis can be used to analyze the variation trends in the exposure in various countries by the customer. Analyze the variation trend chart from the history records of the customer.

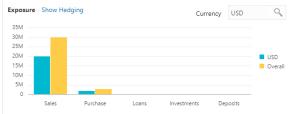
Field Name	Description	Attribute Type	Size	Manda- tory	Field Valida- tion
Country	Name of the country whose trend has to be seen	LOV	3	Yes	
Start date	Date from which the trend has to be seen	Date		Yes	
End date	Date upto which the trend has to be seen	Date		Yes	Greater than start date

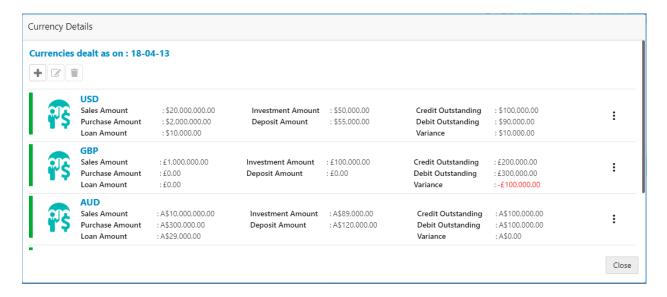
2.1.2.7 Currency

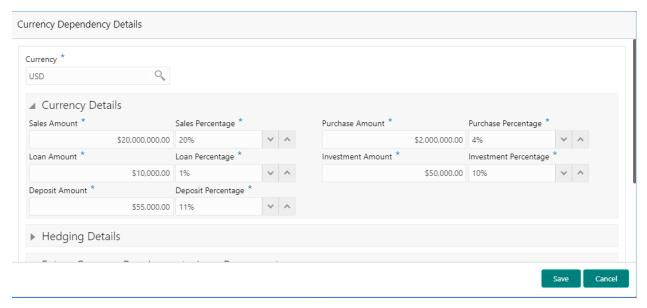
Hedging and Exposure analysis

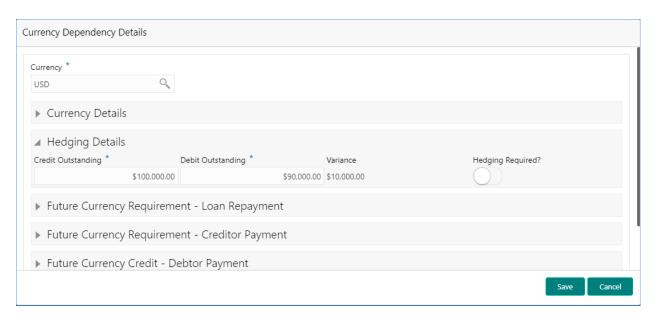
The exposure of the customer in various currencies are analysed in the currency exposure analysis. The important analysis required in the currency exposure is the hedging analysis. The variance is the difference between the credit and debt outstanding. Negative variation means that the hedging required for that currency exposure.



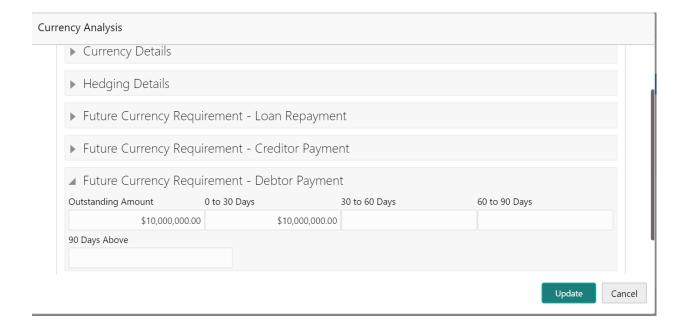












				Man- da-	Vali- da-
Field name	Description	Туре	Size	tory	tions
Currency	Select the Currency Code	LOV	3	Yes	
Sales		Nu-			
	Capture the Total Sales Amount	meric	22,3	Yes	
%age		Nu-			
	Capture the Percentage of Sales	meric	6,2	Yes	
Purchase		Nu-			
	Capture the Total Purchase Amount	meric	22,3	Yes	
%age					
	Continue the Develope of Divisions	Nu-	0.0	\/	
Loans	Capture the Percentage of Purchase	meric Nu-	6,2	Yes	
Loans	Capture the Total Loan Amount	meric	22,3	Yes	
%age	Capture the Total Loan Amount	Nu-	22,3	163	
70agc	Capture the Percentage of Loans	meric	6,2	Yes	
Investments	Captaro trio i crosmago di Esano				
	Capture the Total Investment Amount	Nu- meric	22.2	Yes	
%age	Capture the Total Investment Amount		22,3	168	
70age		Nu-			
	Capture the Percentage of Investment	meric	6,2	Yes	
Deposits		Nu-			
	Capture the Total Deposits Amount	meric	22,3	Yes	
%age		Nu-			
	Capture the Percentage of Deposits	meric	6,2	Yes	

Hedging requirement

Currency	Select the Currency Code	LOV	3	Yes	
		Nu-			
Credit Outstanding	Capture the Total Credit Outstanding	meric	22,3	Yes	
		Nu-			
Debit Outstanding	Capture the Total Debit Outstanding	meric	22,3	Yes	
					Credit
					Out-
					stand-
					ing-
					Debit
	System displays the variance based on				Out-
	Credit Outstanding and Debit Outstand-	Calcu-			stand-
Variance	ing	lated	22,3		ing
Hedging required	Select if Hedging is required	Switch	4		

Future Currency Requirement-Loan repayment

Outstanding Loan Amount	Capture the Outstanding Loan Amount	Nu- meric	22,3	Yes	
Repayment in cur- rent year	Capture the Repayment Amount in Current Year	Nu- meric	22,3	Yes	
Repayment in the next three years	Capture the Repayment Amount in next three years	Nu- meric	22,3	Yes	

Future Currency Requirement-Creditor Payment

Outstanding Amount	Capture the Outstanding Payment Amount	Nu- meric	22,3	Yes	
0-30 days	Capture the Outstanding Payment Amount in 0-30 days	Nu- meric	22,3		
31-60 days	Capture the Outstanding Payment Amount in 31-60 days	Nu- meric	22,3		
61-90 days	Capture the Outstanding Payment Amount in 61-90 days	Nu- meric	22,3		
91-120 days	Capture the Outstanding Payment Amount in 91-120 days	Nu- meric	22,3		
121-150 days	Capture the Outstanding Payment Amount in 121-150 days	Nu- meric	22,3		
151-180 days	Capture the Outstanding Payment Amount in 151-180 days	Nu- meric	22,3		
above 180 days	Capture the Outstanding Payment Amount in above 180 days	Nu- meric	22,3		

Future Currency Credit- Debtor Payment

Outstanding	Continue the Descivelle Amount	Nu-	22.2	Vaa	
Amount	Capture the Receivable Amount	meric	22,3	Yes	
0-30 days	Capture the Receivable Amount in 0-30 days	Nu- meric	22,3		
31-60 days	Capture the Receivable Amount in 31-60 days	Nu- meric	22,3		
61-90 days	Capture the Receivable Amount in 61-90 days	Nu- meric	22,3		
91-120 days	Capture the Receivable Amount in 91-120 days	Nu- meric	22,3		
121-150 days	Capture the Receivable Amount in 121-150 days	Nu- meric	22,3		
151-180 days	Capture the Receivable Amount in 151-180 days	Nu- meric	22,3		
above 180 days	Capture the Receivable Amount in above 180 days	Nu- meric	22,3		

Future Currency Credit- Interests

Currency	Select the Currency Code	LOV	3	Yes	
Investment amount interests	Capture the interests on Total Investment Amount	Nu- meric	22,3	Yes	
interest expected in current year	Capture the Interest expected in Current year	Nu- meric	22,3	Yes	
Interest expected in the next three years	Capture the Interest expected in the Next 3 Years	Nu- meric	22,3	Yes	

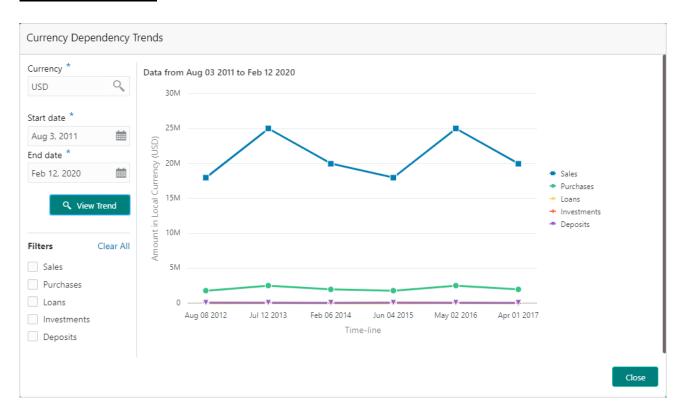
Analysis:

A qualitative analysis about the currency exposure of the customers are made in the analysis hop of the current wizard. Based upon the maintenance a set of questions are required to be answered to calculate the qualitative score.

Comments:

Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the currency exposure of the customer. This will be visible in all the stages	Input	Free Text	600	Mandatory	

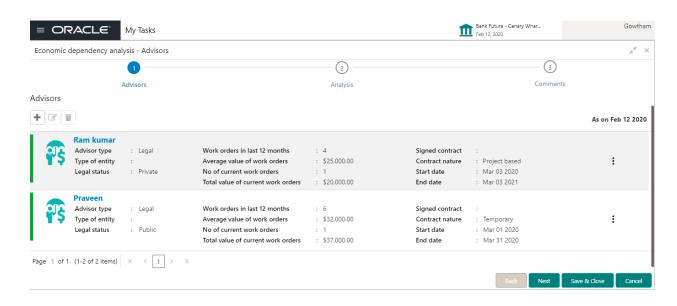
Trend analysis:

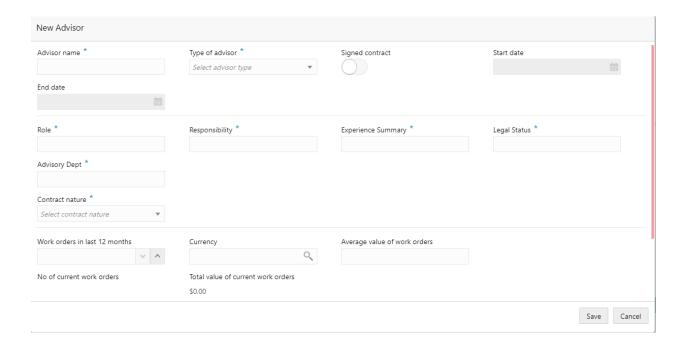


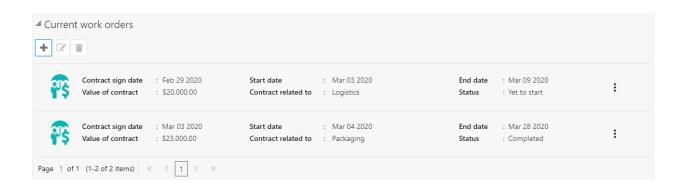
The trend analysis can be used to analyze the variation trends in the exposure in various currencies by the customer. Analyze the variation trend chart from the history records of the customer.

Field Name	Description	Attribute Type	Size	Manda- tory	Field Valida- tion
Currency	Name of the currency whose trend has to be seen	LOV	3	Yes	
Start date	Date from which the trend has to be seen	Date		Yes	
End date	Date upto which the trend has to be seen	Date		Yes	Greater than start date

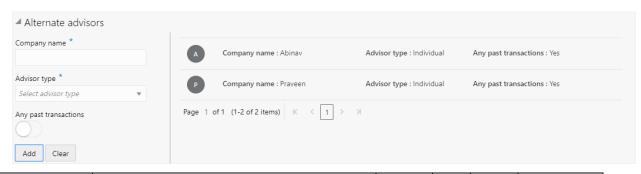
2.1.2.8 Advisors











Field name	Description	Туре	Siz e	Man da- tory	Valida- tions
Advisor name	Captures the advisor name	Text	30 0	Υ	Text Only
Type of advisor	Captures the advisor type	Dropd own	4	Υ	
Signed contract	Capture whether contract signed or not	Switc h	1		
Start date	Contract start date	Date			Only if signed contract is true
End date	Contract date	Date			
Contract na- ture	Contract nature	Dropd own	4		
Role	Capture the advisor role	Text	10 5		
Responsibility	Capture the advisor responsibility	Text	10 5		
Experience summary	Capture the advisor experience summary	Text	10 5		
Legal status	Capture the legal status of the advisory company	Text	10 5		
Advisory Dept	Capture the advisory department	Text	10 5		
Work orders in last 12 months	Work orders in last 12 months	Num- ber	10		
Currency	Work order currency	LOV	3		Text only
Average value of work orders	Average value of past 12 months' work orders	Num- ber	22, 3		
No of current work orders	No of current work orders	Num- ber	10		

Total value of current work orders	Total value of current work orders	Num- ber	22, 3		
	Work order details				
Contract exe- cution date	Contract signed date	Date			Less than today's date
Contract re- lated to	Department to which contract is related to	Dropd own	4		
Start date	Date on which contract is started	Date			Greater than con- tract exe- cution date
End date	Date on which contract ends	Date			Less than start date
Value of con- tract	Value of contract	Num- ber	22, 3		
Status	Contract status	Dropd own	4		
	Our Customers		ı	1	<u> </u>
Is borrower	Enable if a company is a borrower	Bool- ean	1		
Currency	Captures the currency in which the total exposure will be captured.	Text	3		
Total exposure	Captures the total exposure amount	Amou nt	22, 3		
Deposit ac- count held	Enable if a company holds a deposit account	Bool- ean	1		
No of deposit accounts	captures the number of deposit accounts	Nu- meric	10		Should not allow values below 0.
Currency	Captures the currency in which the total deposit amount will be captured.	Text	3		
Total deposit amount	Captures the deposit amount	Amou nt	22, 3		
Internal rating	Select form the list of choices the rating.	Dropd own	4		
	Alternate Advisors				
Company name	Captures the name of the company.	Text	30 0	Yes	
Advisor type	Select the type of advisor from the list.	Dropd own	4		
Any past trans- actions	Enable the switch if the customer has records of past transactions.	Bool- ean	1	Yes	

A qualitative analysis about the advisors of the customers are made in the analysis hop of the current wizard. Based upon the maintenance a set of questions are required to be answered to calculate the qualitative score.

Comments:

Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the advisors of the customer. This will be visible in all the stages	Input	Free Text	600	Mandatory	

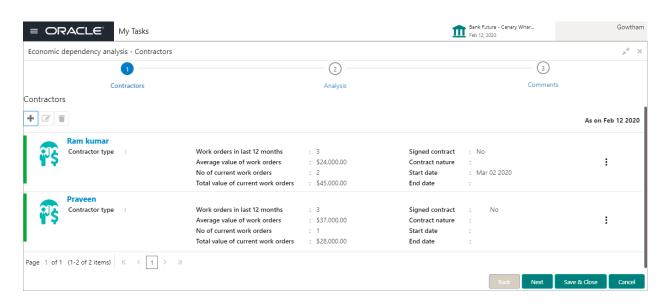
Trend analysis:

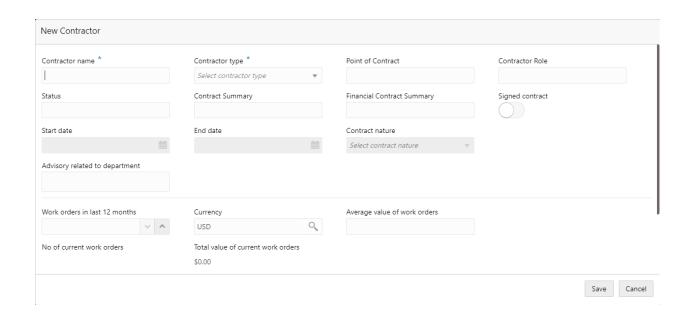
The trend analysis can be used to analyze the variation trends in the contract values of all the advisors of the customer. Analyze the variation trend chart from the history records of the customer.

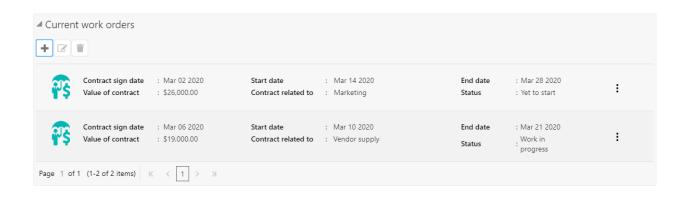
Field Name	Description	Attribute Type	Size	Manda- tory	Field Valida- tion
Advisor name	Name of the Advisor whose trend has to be seen	LOV	300	Yes	
Start date	Date from which the trend has to be seen	Date		Yes	
End date	Date upto which the trend has to be seen	Date		Yes	Greater than start date

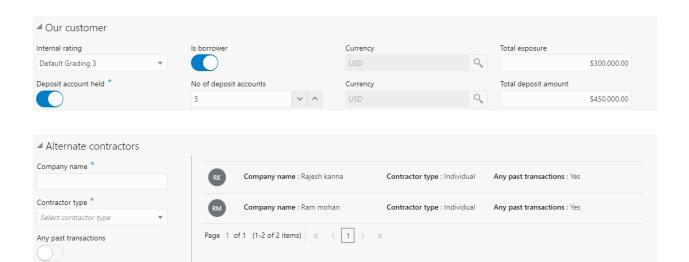


2.1.2.9 Contractors









Add Clear

Field name	Description	Туре	Siz	Man	Valida-
	·	'	е	da-	tions
				tory	
Contractor	Captures the contractor name	Text	30	Υ	Text Only
name			0		
Contractor type	Captures the contractor type	Dropd	4	Υ	
		own			
Point of contact	Captures the point of contact	Text	10		
			5		
Contractor role	Captures the contractor role	Text	10		
			5		
Status	Status	Text	10		
			5		
Contract sum-	Captures the contract summary	Text	10		
mary			5		
Financial Con-	Captures the Financial Contract Summary	Text	10		
tract Summary			5		
Signed contract	Capture whether contract signed or not	Switc	1		
		h			
Start date	Contract start date	Date			Only if
					signed
					contract is
-		D .			true
End date	Contract date	Date	<u> </u>		
Contract na-	Contract nature	Dropd	4		
ture	On the order of the order of	own	4		
Advisory Dept	Capture the advisory department	Dropd	4		
Work orders in	Work orders in last 12 months	OWN	10		
last 12 months	Work orders in last 12 months	Num-	10		
	Work order currency	ber	3		Text only
Currency Average value	Average value of past 12 months' work	Num-	22,		Text Offig
of work or-	orders	ber	3		
ders	orders	Dei	3		
No of current	No of current work orders	Num-	10		
work orders	No of current work orders	ber	10		
Total value of	Total value of current work orders	Num-	22,		
current work	Total value of darronk work orders	ber	3		
orders					
	Work order details	1		I	
Contract exe-	Contract signed date	Date			Less than
cution date					today's
					date
Contract re-	Department to which contract is related	Dropd	4		
lated to	to	own			
Start date	Date on which contract is started	Date			Greater
					than con-
					tract exe-
					cution
]			date
End date	Date on which contract ends	Date			Less than
		1			start date
Value of con-	Value of contract	Num-	22,		
tract		ber	3		

Status	Contract status	Dropd own	4		
	Our Customers		1	1	1
Is borrower	Enable if a company is a borrower	Bool- ean	1		
Currency	Captures the currency in which the total exposure will be captured.	Text	3		
Total exposure	Captures the total exposure amount	Amou nt	22, 3		
Deposit ac- count held	Enable if a company holds a deposit account	Bool- ean	1		
No of deposit accounts	captures the number of deposit accounts	Nu- meric	10		Should not allow values below 0.
Currency	Captures the currency in which the total deposit amount will be captured.	Text	3		
Total deposit amount	Captures the deposit amount	Amou nt	22, 3		
Internal rating	Select form the list of choices the rating.	Dropd own	4		
	Alternate Contractors	•		•	
Company name	Captures the name of the company.	Text	30 0	Yes	
Contractor type	Select the type of contractor from the list.	Dropd own	4		
Any past transactions	Enable the switch if the customer has records of past transactions.	Bool- ean	1	Yes	

A qualitative analysis about the contractors of the customers are made in the analysis hop of the current wizard. Based upon the maintenance a set of questions are required to be answered to calculate the qualitative score.

Comments:

Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the contractors of the customer. This will be visible in all the stages	Input	Free Text	600	Mandatory	

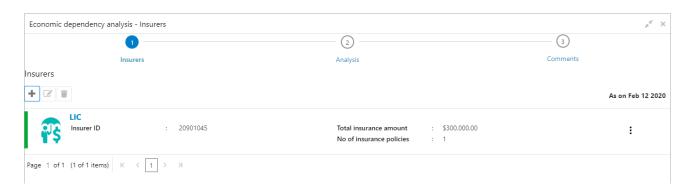
Trend analysis:

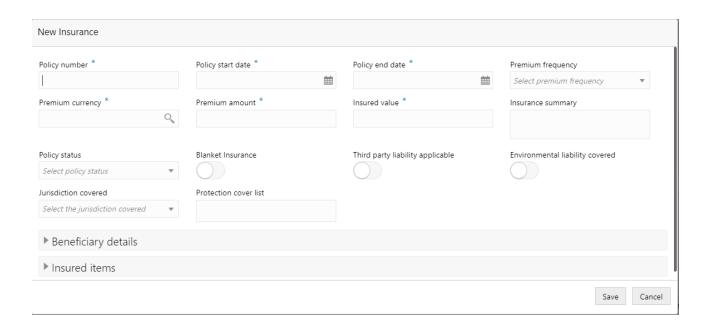
The trend analysis can be used to analyze the variation trends in the contract values of all the contractors of the customer. Analyze the variation trend chart from the history records of the customer.

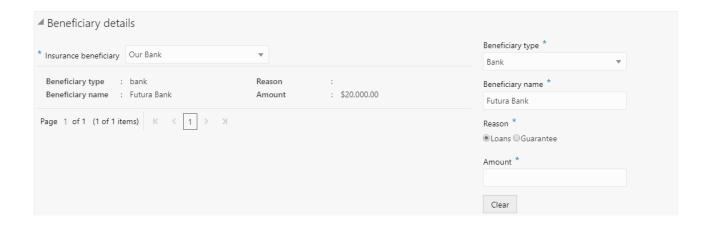
Field Name	Description	Attribute Type	Size	Manda- tory	Field Valida- tion
Contractor name	Name of the contractor whose trend has to be seen	LOV	300	Yes	
Start date	Date from which the trend has to be seen	Date		Yes	
End date	Date upto which the trend has to be seen	Date		Yes	Greater than start date

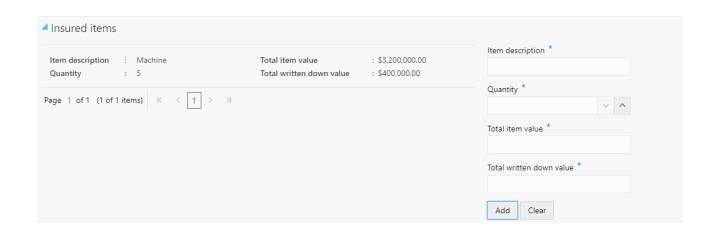


2.1.2.10 Insurers









Field name	Description	Туре	Size	Manda- tory	Vali- da- tions
Insurer name	Enter the name of the Insurer.	Text	300	Y	Text only
Currency	Captures the currency in which the sales amount will be captured.	Text	3		Orny
Total insur- ance amount	Captures the total insurance amount.	Amount	22,3		
Policy number	Capture the insurance policy number.	Nu- meric	55	Yes	
Policy start date	Capture the policy start date.	Date	Date	Yes	
Policy end date	Capture the policy end date.	Date	Date	Yes	
Premium frequency	Select from the list the premium frequency.	Text	150		
Premium amount	Captures the premium amount.	Amount	22,3	Yes	
Insured value	Captures the insured value.	Amount	22,3	Yes	
Insurance summary	Comments on the insurance be captured for references.	Text	150		
Policy status	Select from the list the status of the policy.	Dropdo wn	4		
Blanket Insurance	Enable if it is blanket insurance.	Bool- ean	1		
Third party li- ability appli- cable	Enable if third party liability is applicable.	Bool- ean	1		
Environmental liability covered	Enable if environmental liability is covered.	Bool- ean	1		
Jurisdiction covered	Select from the list the type of jurisdiction.	Dropdo wn	4		
Protection cover list	Select from the drop down or mention the policy coverage.	Dropdo wn	4		
Beneficiary details	1	1	1	1	1
Insurance beneficiary	Select from the list the insurance beneficiary.	Text	150	Yes	

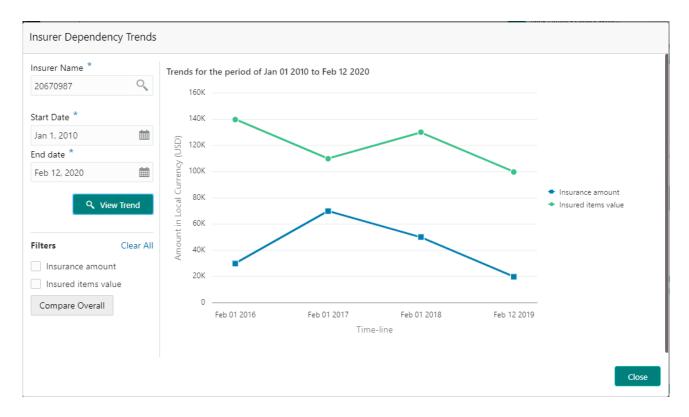
Beneficiary type	Select from the list the type of beneficiary.	Text	150	Yes	
Beneficiary name	Capture the beneficiary name.	Text	150	Yes	Text only
Reason	Capture the reason for naming the beneficiary.	Text	150	Yes	
Amount	Capture the beneficiary amount.	Amount	22,3	Yes	
Insured item details		ı			1
Item descrip- tion	Capture the item insured.	Text	150	Yes	
Quantity	Capture the quantity of the item.	Nu- meric	10	Yes	Shoul d not go be- low zero.
Total item value	Capture the value of the insured items.	Amount	22,3	Yes	
Total written down value	Capture the face value of the insured items.	Amount	22,3	Yes	

A qualitative analysis about the insurers of the customers are made in the analysis hop of the current wizard. Based upon the maintenance a set of questions are required to be answered to calculate the qualitative score.

Comments:

Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the insurers of the customer. This will be visible in all the stages	Input	Free Text	600	Mandatory	

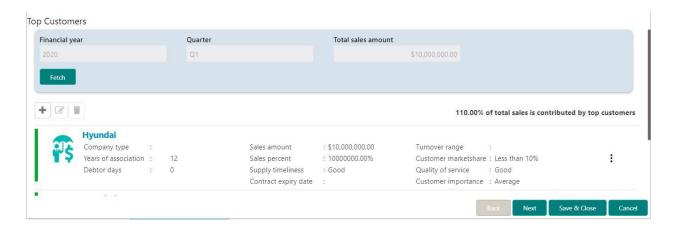
Trend analysis:

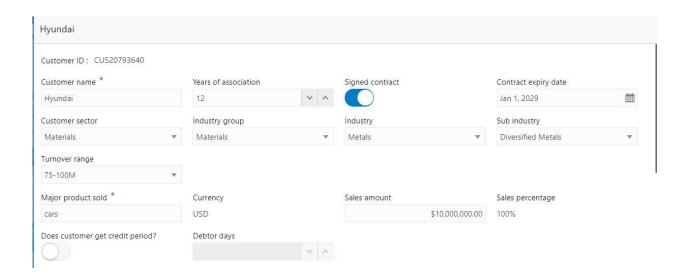


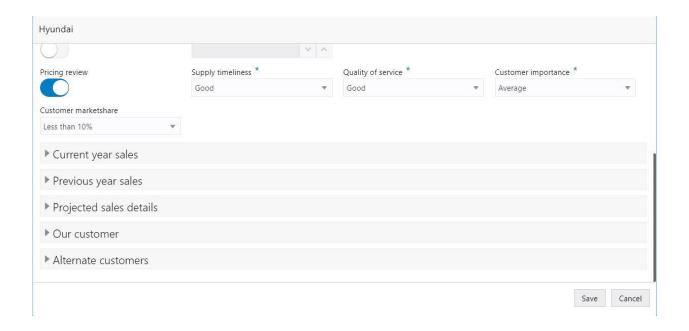
The trend analysis can be used to analyze the variation trends in the insurance value and insured items values of all the insurers of the customer. Analyze the variation trend chart from the history records of the customer.

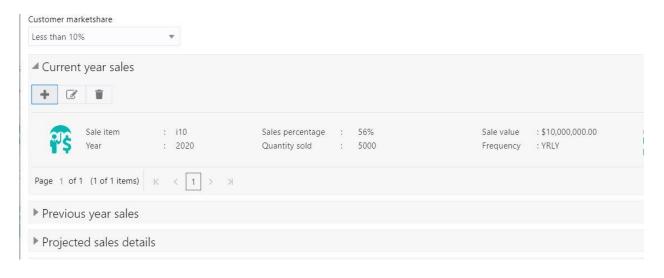
Field Name	Description	Attribute Type	Size	Manda- tory	Field Valida- tion
Insurer name	Name of the insurer whose trend has to be seen	LOV	300	Yes	
Start date	Date from which the trend has to be seen	Date		Yes	
End date	Date upto which the trend has to be seen	Date		Yes	Greater than start date

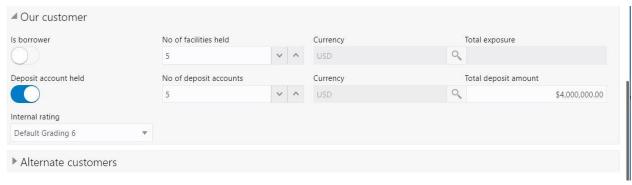
2.1.2.11 Top customers













Field name	Description	Туре	Size	Man-	Vali-
				datory	da-
					tions
Customer	Captures the customer name	Text	300	Yes	Text
name					Only
Years of as-	Captures the number of years of associa-	Nu-	10		Shoul
sociation	tion	meric			d not
					allow
					val-
					ues
					below
					0.

		1			
Signed con- tract	Enable if signed a contract	Bool- ean	1		
Contract ex- piry date	Select the expiry date of the contract	Date			
Customer sector	Select the appropriate sector from the list	Dropdo wn	4		
Industry group	Select the appropriate industry group from the list	Dropdo wn	4		
Industry	Select the appropriate industry from the list	Dropdo wn	4		
Sub industry	Select the appropriate sub industry from the list	Dropdo wn	4		
Turnover range	Select the appropriate turnover range from the list	Dropdo wn	4		
Major prod- uct sold	Enter the name of the major product sold by the company	Text	150	Yes	Text only
Currency	Captures the currency in which the sales amount will be captured.	Text	3		
Sales amount	Captures the sales amount.	Amount	22,3		
Sales per- centage	Captures the percentage of "The Total Sales Amount" contributed by the top customers.	Nu- meric	3		
Does customer get credit period?	Enable if the customer gets credit period.	Bool- ean	1		
Debtor days	Capture the number of debtor days.	Nu- meric	2000		
Pricing re- view	Enable if the pricing review needs to be carried out.	Bool- ean			
Supply timeliness	Capture the Supply time lines 1. Good 2.Average 3.Poor	Text	150	Yes	
Quality of service	Select the Quality of Service 1. Good 2.Average 3.Poor	Text	150	Yes	
Customer importance	Select from the list the company's importance. 1. Critical 2.Average	Text	150	Yes	
Customer market share	Select from the list the company's market share.	Text	150		

Current Year Sale		1	l		
Sale item	Captures the name of the item that is sold in the current year.	Text	150	Yes	
Quantity sold	Captures the number of items of the product sold.	Nu- meric	10		Shoul d not ac- cept val- ues below zero.
Sale value currency	Captures the currency in which the sales amount will be captured.	Text	3	Yes	
Sale value	Captures the sales value.	Amount	22,6	Yes	
Sales per- centage	Captures the percentage of sales contributed by a particular customer.	Nu- meric	3		Shoul d not ac- cept val- ues below zero.
Supply fre- quency	Select from the given choices the frequency of the products being supplied.	Text	150		
Sale descrip- tion	Further comments to be captured for references.	Text	150		
Previous year sales		1			
Year	Captures the year in which the previous year sales details will be captured.	Nu- meric	4		
Sale item	Captures the name of the item that is sold in the current year.	Text	150	Yes	
Quantity sold	Captures the number of items of the product sold.	Nu- meric	10		Shoul d not allow val- ues below 0.
Sale value currency	Captures the currency in which the sales amount will be captured.	Text	3	Yes	
Sale value	Captures the sales value.	Amount	22,3	Yes	
Sales per- centage	Captures the percentage of sales contributed by a particular customer.	Nu- meric	3		Shoul d not

					allow
					val- ues below
Supply fre- quency	Select from the given choices the frequency of the products being supplied.	Dropdo wn	4		0.
Sale descrip- tion	Further comments to be captured for references.	Text	150		
Projected year sales		I		-1	
Year	Captures the projected year sales.	Nu- meric	4	Yes	
Sale item	Captures the name of the item that will be sold in the projected year.	Text	150	yes	
Quantity sold	Captures the estimated number of items of the product sold.	Nu- meric	10		Shoul d not allow val- ues below 0.
Sale value currency	Captures the currency in which the sales amount will be captured.	Text	3	Yes	
Sale value	Captures the sales value.	Amount	22,3	Yes	
Sales per- centage	Captures the percentage of sales contributed by a particular customer.	Nu- meric	3		Shoul d not allow val- ues below 0.
Supply fre- quency	Select from the given choices the frequency of the products being supplied.	Dropdo wn	4		
Sale description	Further comments to be captured for references.	Text	150		
Our Custom- ers					
Is borrower	Enable if a company is a borrower	Bool- ean	1		
No of facili- ties held	Captures the number of facilities held by the company	Nu- meric	10		Shoul d not allow

					val- ues below 0.
Currency	Captures the currency in which the total exposure will be captured.	Text	3		
Total expo- sure	Captures the total exposure amount	Amount	22,3		
Deposit ac- count held	Enable if a company holds a deposit account	Bool- ean	1		
No of deposit accounts	captures the number of deposit accounts	Nu- meric	10		Shoul d not allow val- ues below 0.
Currency	Captures the currency in which the total deposit amount will be captured.	Text	3		
Total deposit amount	Captures the deposit amount	Amount	22,3		
Internal rat- ing	Select form the list of choices the rating.	Dropdo wn	4		
Alternate Customers		-			
Company name	Captures the name of the company.	Text	300	Yes	
Customer type	Select the type of customer from the list.	Dropdo wn	4	Yes	
Any past transactions	Enable the switch if the customer has records of past transactions.	Bool- ean	1		

A qualitative analysis about the top customers of the customers are made in the analysis hop of the current wizard. Based upon the maintenance a set of questions are required to be answered to calculate the qualitative score.

Comments:

Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
---------------	-------------	-----------------------------	---------------------	----------	-------------------------	------------------

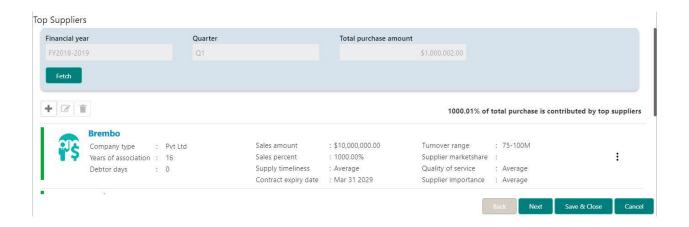
Com- ments	Specify the comments for the t of the customer. This will be visible in all the stages	Input	Free Text	600	Mandatory	
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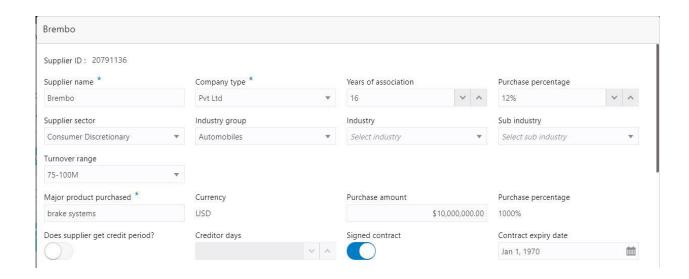
Trend analysis:

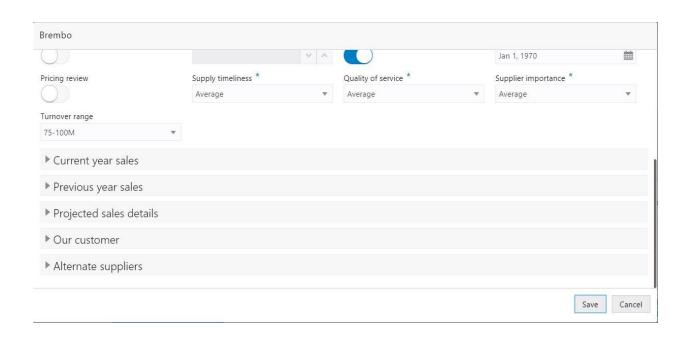
The trend analysis can be used to analyze the variation trends in the sales amount of the customers and the overall sales amount to the customers of the customer. It also enables us to compare the sales between multiple customers of the customer. Analyze the variation trend chart from the history records of the customer.

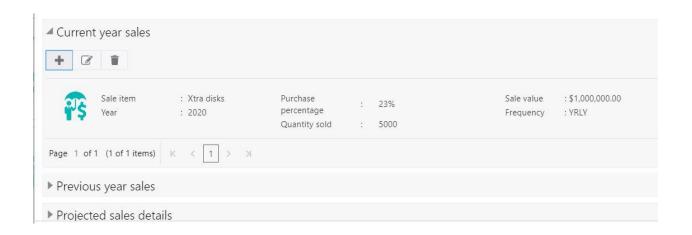
Field Name	Description	Attribute Type	Size	Manda- tory	Field Valida- tion
Customers	Name of the customers whose trend has to be compared	LOV	300	Yes	
Trend types	Select the trend type which has to be seen 1.Financial years 2.Financial Quarters 3.Year on year 4.Quarter on Quarter 5.Quarter over years	Radio		Yes	
Choose year	Year for which trend has to be seen	Dropdow n	12	Yes	If finan- cial quar- ters is selected
Choose year1	Years for which the trend has to be	Dropdow	12	Yes	If year on
Choose year 2	compared	n			Year is selected
Choose year 1	Years and Quarter for which the	Dropdow	12	Yes	If Quar-
Choose Quarter1	trend has to be compared	n			ter on
Choose year2					Quarter
Choose quarter 2					is se- lected
Choose Quarter	Choose quarter whose trend for	Dropdow	12	Yes	If Quar-
	past years has to be compared	n			ter over
					years is selected.

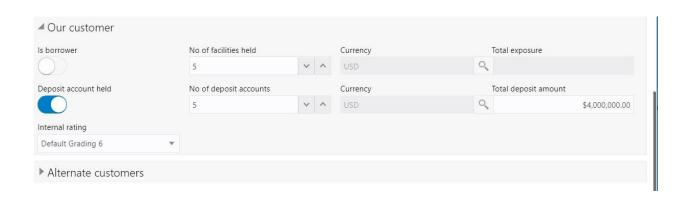
2.1.2.12 Top suppliers

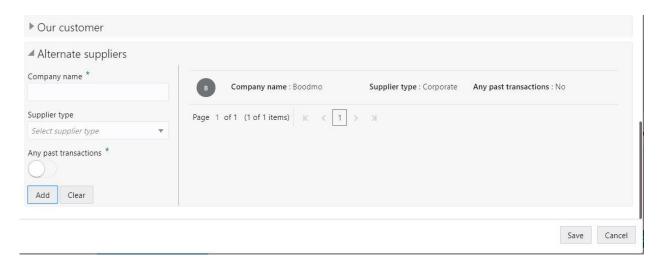












Field name	Description	Туре	Size	Mandatory	Valida- tions
Supplier name	Captures the supplier name	Text	300	Yes	Text Only
Years of association	Captures the number of years of association	Nu- meric	3		Should not allow values below 0.
Company type	Select the company type from the list.	Dropd own	4		
Purchase percentage	Captures the purchase percentage	Nu- meric	3	Yes	Should not allow values below 0.
Supplier sector	Select the appropriate sector from the list	Dropd own	4		
Industry group	Select the appropriate industry group from the list	Dropd own	4		
Industry	Select the appropriate industry from the list	Dropd own	4		
Sub industry	Select the appropriate sub industry from the list	Dropd own	4		
Turnover range	Select the appropriate turnover range from the list	Dropd own	4		
Major prod- uct pur- chased	Enter the name of the major prod- uct purchased by the company	Text	150	Yes	Text only
Currency	Captures the currency in which the sales amount will be captured.	Text	3		
Purchase amount	Captures the purchase amount.	Amou nt	22,3		
Purchase percentage	Captures the percentage of "The Total purchase Amount" contributed by the top customers.	Nu- meric	3	Yes	

Does supplier get credit period?	Enable if the supplier gets credit period.	Bool- ean	1					
Creditor days	Capture the number of creditor days.	Nu- meric	2000		Should not allow values below 0.			
Pricing re- view	Enable if the pricing review needs to be carried out.	Bool- ean	1					
Supply timeliness	Capture the Supply time lines 1. Good 2.Average 3.Poor	Dropd own	4	Yes				
Quality of service	Select the Quality of Service 1. Good 2.Average 3.Poor	Dropd own	4	Yes				
Supplier importance	Select from the list the company's importance. 1. Critical 2.Average	Dropd own	4	Yes				
	Current year	r sale	1					
Sale item	Captures the name of the item that is sold in the current year.	Text	150	Yes				
Quantity sold	Captures the number of items of the product sold.	Nu- meric	10		Should not allow values below 0.			
Sale value currency	Captures the currency in which the sales amount will be captured.	Text	3	Yes				
Sale value	Captures the sales value.	Amou nt	22,3	Yes				
Sales per- centage	Captures the percentage of sales contributed by a particular customer.	Nu- meric	3		Should not allow values below 0.			
Supply frequency	Select from the given choices the frequency of the products being supplied.	Dropd own	4					
Sale de- scription	Further comments to be captured for references.	Text	150					
	Previous year sales							

Year	Captures the year in which the previous year sales details will be captured.	Nu- meric	4		
Sale item	Captures the name of the item that is sold in the current year.	Text	150	Yes	
Quantity sold	Captures the number of items of the product sold.	Nu- meric	10		Should not allow values below 0.
Sale value currency	Captures the currency in which the sales amount will be captured.	Text	3	Yes	
Sale value	Captures the sales value.	Amou nt	22,3	Yes	
Sales per- centage	Captures the percentage of sales contributed by a particular customer.	Nu- meric	3		Should not allow val- ues below 0.
Supply frequency	Select from the given choices the frequency of the products being supplied.	Dropd own	4		
Sale de- scription	Further comments to be captured for references.	Text	150		
	Projected year	rsales	1	•	1
Year	Captures the projected year sales.	Nu- meric	4	Yes	
Sale item	Captures the name of the item that will be sold in the projected year.	Text	300	yes	
Quantity sold	Captures the estimated number of items of the product sold.	Nu- meric	10		Should not allow values below 0.
Sale value currency	Captures the currency in which the sales amount will be captured.	Text	3	Yes	
Sale value	Captures the sales value.	Amou nt	22,3	Yes	
Sales per- centage	Captures the percentage of sales contributed by a particular customer.	Nu- meric	3		Should not allow val- ues below 0.
Supply frequency	Select from the given choices the frequency of the products being supplied.	Dropd own	4		

Sale description Further comments to be captured for references.		Text	150		
	Our Custon				
Is borrower	Our Custor	Bool-	1	1	
is borrower	Enable if a company is a borrower	ean			
No of facili- ties held	Captures the number of facilities held by the company	Nu- meric	10		Should not allow values below 0.
Currency	Captures the currency in which the total exposure will be captured.	Text	3		
Total exposure	Captures the total exposure amount	Amou nt	22,3		
Deposit ac- count held	Enable if a company holds a deposit account	Bool- ean	1		
No of de- posit ac- counts	captures the number of deposit accounts	Nu- meric	10		Should not allow val- ues below 0.
Currency	Captures the currency in which the total deposit amount will be captured.	Text	3		
Total de- posit amount	Captures the deposit amount	Amou nt	22,3		
Internal rat- ing	Select form the list of choices the rating.	Dropd own	4		
Alternate Suppliers					
Company	Captures the name of the company.	Text	300	Yes	
Customer type	Select the type of customer from the list.	Dropd own	4		

Any past	Enable the switch if the customer	Bool-	1	Yes	
transactions	has records of past transactions.	ean			

Analysis:

A qualitative analysis about the top suppliers of the customers are made in the analysis hop of the current wizard. Based upon the maintenance a set of questions are required to be answered to calculate the qualitative score.

Comments:

Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the top suppliers of the customer. This will be visible in all the stages	Input	Free Text	600	Mandatory	

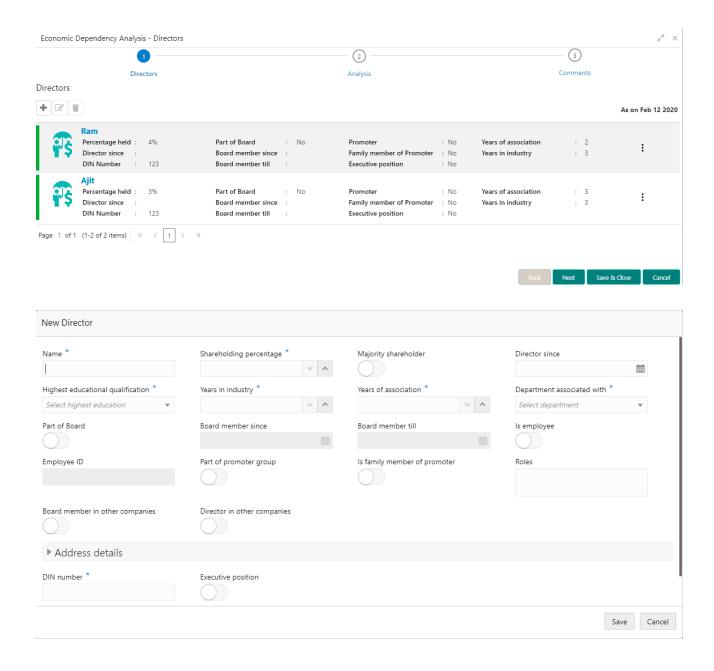
Trend analysis:

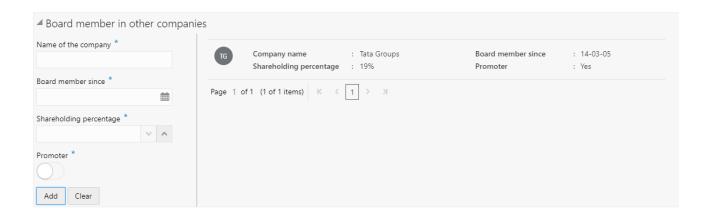
The trend analysis can be used to analyze the variation trends in the purchase amount of the suppliers and the overall purchase amount to the suppliers of the customer. It also enables us to compare the purchases between multiple suppliers of the customer. Analyze the variation trend chart from the history records of the customer.

Field Name	Description	Attribute Type	Size	Manda- tory	Field Valida- tion
Suppliers	Name of the suppliers whose trend has to be compared	LOV	300	Yes	
Trend types	Select the trend type which has to be seen 1.Financial years 2.Financial Quarters 3.Year on year 4.Quarter on Quarter 5.Quarter over years	Radio		Yes	
Choose year	Year for which trend has to be seen	Dropdow n	12	Yes	If finan- cial quar- ters is selected
Choose year 2	Years for which the trend has to be compared	Dropdow n	12	Yes	If year on Year is selected

Choose year 1	Years and Quarter for which the	Dropdow	12	Yes	If Quar-
Choose Quarter1	trend has to be compared	n			ter on
Choose year2					Quarter
Choose quarter 2					is se-
Onocoo quartor 2					lected
Choose Quarter	Choose quarter whose trend for	Dropdow	2	Yes	If Quar-
	past years has to be compared	n			ter over
					years is
					selected.

2.1.2.13 Directors









Field name	Description	Туре	Size	Man- da- tory	Valida- tions
Name	Capture the director name	Text	300	Υ	
Shareholding percentage	Captures the shareholding percentage	Number	3	Υ	
Majority shareholder	Enable if he/she is a majority shareholder	Switch	1		
Director since	Capture the director since date	Date		Υ	
Highest edu- cational quali- fication	Select from the list the qualification of the stakeholder	Dropdown	4		
Years in in- dustry	Captures the number of years in industry.	Number	3		
Years of as- sociation	Captures the number of years of association	Number	3		

Department associated with	Captures the department associated with from the list	Dropdown	4		
Part of Board	Enable if the stakeholder is a part of board.	Switch	1		
Board mem- ber since	Captures the board member since date.	Date			If part of board is true
Board mem- ber till	Captures the board member till date.	Date			If part of board is true
Is employee	Enable if the stakeholder is an employee	Switch	1		
Employee ID	Captures the employee ID	Text	36		If Is em- ployee is true
Part of pro- moter group	Enable if the stakeholder is part of promoter group	Switch	1		
Is family member of promote	Enable if the stakeholder is part of family promoter group	Switch	1		
Roles	Describe the role	Text area	2000	2000	
Board mem- ber in other companies	Enable if the stakeholder is a board member in other companies.	Switch	1		
Director in other companies	Enable if the stakeholder is a director in other companies.	Switch	1		
DIN number	Capture the DIN number	Text	105	Υ	
Executive position	Does he has executive position Our Customer	Switch	1		
Is borrower	Enable if a company is a borrower	Boolean	1		Is bor-
is borrower	Litable if a company is a borrower	Doolean	'		rower
No of facili- ties held	Captures the number of facilities held by the company	Numeric	10		No of facili- ties held
Currency	Captures the currency in which the total exposure will be captured.	Text	3		Cur- rency
Total exposure	Captures the total exposure amount	Amount	22,3		Total expo- sure
Deposit account held	Enable if a company holds a deposit account	Boolean	1		Deposit ac- count held
No of deposit accounts	captures the number of deposit accounts	Numeric	10		No of deposit

					ac- counts
Currency	Captures the currency in which the total deposit amount will be captured.	Text	3		Cur- rency
Total deposit amount	Captures the deposit amount	Amount	22,3		Total deposit amount
Internal rat- ing	Select form the list of choices the rating.	Dropdown	4		Internal rating
	Board member in other com	oanies			
Name of the company	Capture the name of the company	Text	300	Υ	
Board mem- ber since	Capture from when is he a board member	Date		Υ	
Shareholding percentage	Capture the shareholding percentage	Number	3	Y	
Promoter	IS he a promoter	Switch	1		
	Director in other compani	es			
Name of the company	Capture the name of the company	Text	300	Y	
Director since	Capture from when is he a director	Date		Υ	
Shareholding percentage	Capture the shareholding percentage	Number	3	Υ	
Promoter	IS he a promoter	Switch	1		

Analysis:

A qualitative analysis about the directors of the customers are made in the analysis hop of the current wizard. Based upon the maintenance a set of questions are required to be answered to calculate the qualitative score.

Comments:

Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the directors of the customer. This will be visible in all the stages	Input	Free Text	600	Mandatory	

2.1.2.14 Management team

Field name	Description	Туре	Size	Man- da- tory	Valida- tions
Shareholding percentage	Captures the shareholding percentage	Number	10	Υ	
Majority shareholder	Enable if he/she is a majority shareholder	Switch	1		
Director since	Capture the director since date	Date		Υ	
Highest edu- cational quali- fication	Select from the list the qualification of the stakeholder	Dropdown	4		
Years in in- dustry	Captures the number of years in industry.	Number	3		
Years of as- sociation	Captures the number of years of association	Number	3		
Department associated with	Captures the department associated with from the list	Dropdown	4		
Part of Board	Enable if the stakeholder is a part of board.	Switch	1		
Board mem- ber since	Captures the board member since date.	Date			If part of board is true
Board mem- ber till	Captures the board member till date.	Date			If part of board is true
Is employee	Enable if the stakeholder is an employee	Switch	1		
Employee ID	Captures the employee ID	Text	105		If Is em- ployee is true
Part of pro- moter group	Enable if the stakeholder is part of promoter group	Switch	1		
Is family member of promote	Enable if the stakeholder is part of family promoter group	Switch	1		
Roles	Describe the role	Text area	2000		
Board mem- ber in other companies	Enable if the stakeholder is a board member in other companies.	Switch	1		
Director in other companies	Enable if the stakeholder is a director in other companies.	Switch	1		
DIN number	Capture the DIN number	Text	105		
Executive position	Does he has executive position	Switch	1		
	Our Customer	T		Т	I
Is borrower	Enable if a company is a borrower	Boolean	1		Is bor- rower

No of facili- ties held	Captures the number of facilities held by the company	Numeric	10		No of facili- ties held
Currency	Captures the currency in which the total exposure will be captured.	Text	3		Cur- rency
Total exposure	Captures the total exposure amount	Amount	22,3		Total expo- sure
Deposit account held	Enable if a company holds a deposit account	Boolean	1		Deposit ac- count held
No of deposit accounts	captures the number of deposit accounts	Numeric	10		No of deposit ac- counts
Currency	Captures the currency in which the total deposit amount will be captured.	Text	3		Cur- rency
Total deposit amount	Captures the deposit amount	Amount	22,3		Total deposit amount
Internal rat- ing	Select form the list of choices the rating.	Dropdown	4		Internal rating
	Board member in other comp	panies	ı	1	·
Name of the company	Capture the name of the company	Text	300	Y	
Board mem- ber since	Capture from when is he a board member	Date		Y	
Shareholding percentage	Capture the shareholding percentage	Number	3	Υ	
Promoter	IS he a promoter	Switch	1		
	Director in other compani		•	T	
Name of the company	Capture the name of the company	Text	300	Y	
Director since	Capture from when is he a director	Date		Υ	
Shareholding percentage	Capture the shareholding percentage	Number	3	Y	
Promoter	IS he a promoter	Switch	1		

Analysis:

A qualitative analysis about the management team of the customers are made in the analysis hop of the current wizard. Based upon the maintenance a set of questions are required to be answered to calculate the qualitative score.

Comments:

Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the management team of the customer. This will be visible in all the stages	Input	Free Text	600	Mandatory	

Click on the Edit button in each of the tiles to capture/view the parameters. As soon as the user captures the parameters the Economic Dependency Analysis gets refreshed.

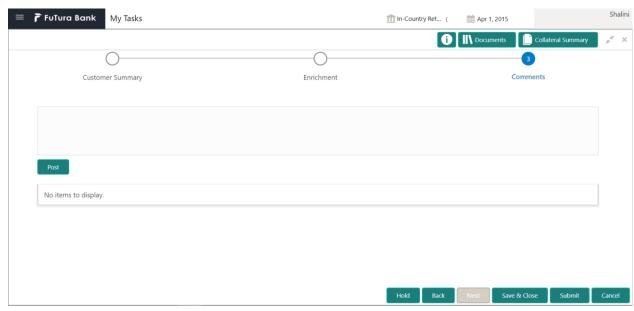
Action Buttons on the each of the Tiles

a. Edit – On Click of Edit the details and you will be able to modify the same.

Action Buttons on the footer

- a. Save & Close On click of Save & Close, the details of the captured will be saved.
 - a. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured.
- b. **Hold** On Click of Hold the task status will be suspended and the task will be available in the Hold queue.
 - a. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured.
- **c. Cancel** On Click the system will ask for confirmation and on confirming the task will be closed without saving the data.
- **d.** Back On Click of Back, the previous screen will be opened.
- **e. Next** On click of Next, the details of the captured will be saved and then system will move to the Next Screen.
 - b. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured.

2.1.3Comments



Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the stage. This will be visible in all the stages	Input	Free Text	600	Mandatory	

Action Buttons

After providing required data, you will be able to perform one of the below actions -

- a) Submit On Submit, the checklists applicable for the stage will be defaulted based on the application category. On Verifying all the checklist and on selection of the Outcome of the task the task will be submitted.
- b) Save & Close On click of Save & Close, the details of the captured will be saved.
 - a. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured.
- c) **Hold** On Click of Hold the task status will be suspended and the task will be available in the Hold queue.
 - a. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured.
- d) **Cancel** On Click the system will ask for confirmation and on confirming the task will be closed without saving the data.
- e) Back On Click of Back, the previous screen will be opened.

2.2 Approval Stage

As an Approver, the user would review the details of the customer's economic dependency and approve.

2.2.1 Economic Dependency - Approval

The user can click on each of the tiles to view the detailed information of each of the customer economic dependencies.

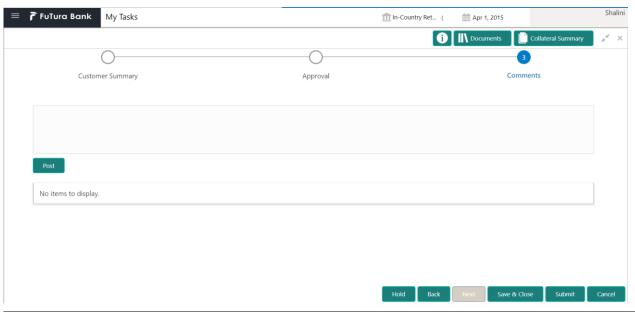
Field Name	Description	Attribute Type	Object Type	Size	Manda- tory/Optional	Field Vali- dation
Shareholders	Displays the shareholders of the customer.	Display	Tile			
Guarantors	Displays the guarantors of the customer.	Display	Tile			
Bankers	Displays the bankers of the customer.	Display	Tile			
Creditors	Displays the creditors of the customer.	Display	Tile			
Debtors	Displays the debtors of the customer.	Display	Tile			
Country	Displays the country dependency of the customer	Display	Tile			
Currency	Displays the currency dependency of the customer.	Display	Tile			
Advisors	Displays the advisors of the customer.	Display	Tile			
Contractors	Displays the contractors of the customer.	Display	Tile			
Insurers	Displays the insurers of the customer.	Display	Tile			
Top custom- ers	Displays the top customers of the customer.	Display	Tile			
Top suppliers	Displays the top suppliers of the customer.	Display	Tile			

Directors	Displays the directors of the customer.	Display	Tile		
Management team	Displays the management team of the customer.	Display	Tile		

Action Buttons on the footer

- a. Save & Close On click of Save & Close the screen gets closed.
- b. **Hold** On Click of Hold the task status will be suspended and the task will be available in the Hold queue.
 - a. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured.
- **c. Cancel** On Click the system will ask for confirmation and on confirming the task will be closed without saving the data.
- **d. Next** On click of Next, the details of the captured will be saved and then system will move to the Next Screen.
 - b. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured.

2.2.2Comments



Field Name	Description	At- trib- ute Type	Ob- ject Type	Siz e	Mandatory/Op- tional	Field Validation
Com- ments	Specify the comments for the	Input	Free Text	600	Mandatory	

stage. This will be			
visible in all the			
stages			

Action Buttons

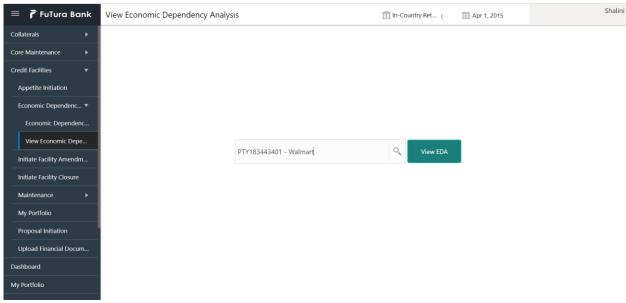
After providing required data, you will be able to perform one of the below actions -

- a) Submit On Submit, the checklists applicable for the stage will be defaulted based on the application category. On Verifying all the checklist and on selection of the Outcome of the task the task will be submitted.
- b) Save & Close On click of Save & Close, the details of the captured will be saved.
 - a. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured.
- c) **Hold** On Click of Hold the task status will be suspended and the task will be available in the Hold queue.
 - a. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured.
- d) **Cancel** On Click the system will ask for confirmation and on confirming the task will be closed without saving the data.
- e) Back On Click of Back, the previous screen will be opened.

2.3 Economic Dependency Query

Menu→Credit Facilities →Economic Dependency Analysis→ View

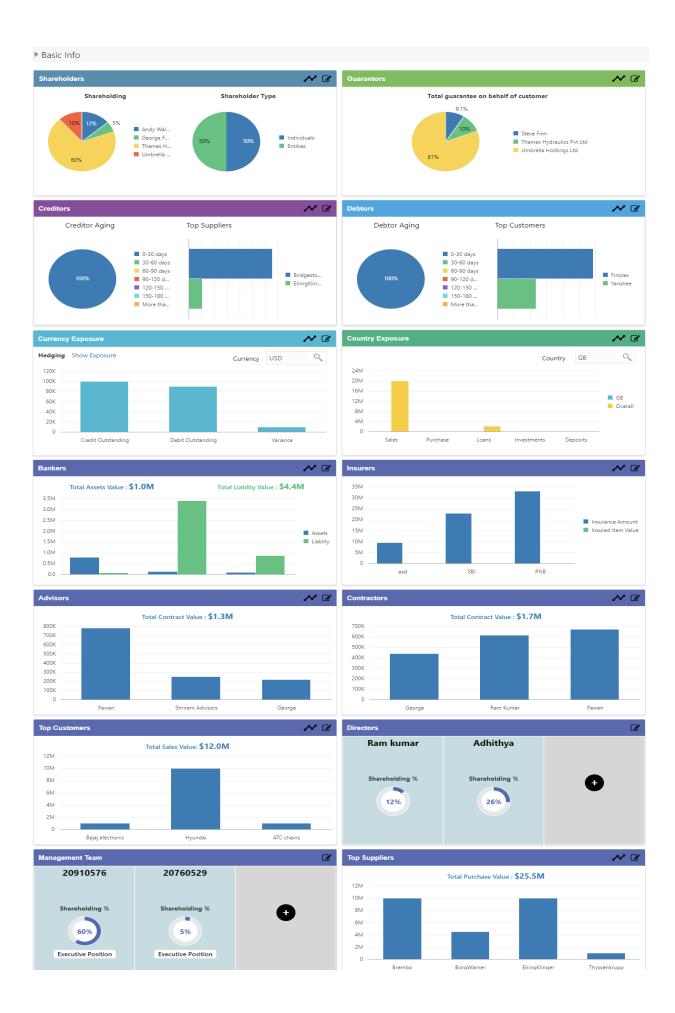
(Screen)



From the 'menu bar', you can initiate a new economic dependency analysis.

On selecting, Economic Dependency Analysis View, a new screen will open to capture the

User can select the customer (party) and click on View EDA to view the economic dependency analysis of the selected customer.



The customer's economic dependencies on the following parameters will be displayed and the user can view the same and cannot modify it.

Bankers

Guarantors

Shareholders

Creditors

Debtors

Currency

Country

Advisors

Contractors

Insurers

Top customers

Top suppliers

Directors

Management team

The user can click on each of the tiles to view the detailed information of each of the customer economic dependencies.

Field Name	Description	Attribute Type	Object Type	Size	Manda- tory/Optional	Field Vali- dation
Shareholders	Displays the shareholders of the customer.	Display	Tile			
Guarantors	Displays the guarantors of the customer.	Display	Tile			
Bankers	Displays the bankers of the customer.	Display	Tile			
Creditors	Displays the creditors of the customer.	Display	Tile			
Debtors	Displays the debtors of the customer.	Display	Tile			
Country	Displays the country dependency of the customer	Display	Tile			
Currency	Displays the cur- rency depend- ency of the cus- tomer.	Display	Tile			
Advisors	Displays the advisors of the customer.	Display	Tile			
Contractors	Displays the contractors of the customer.	Display	Tile			
Insurers	Displays the insurers of the customer.	Display	Tile			
Top custom- ers	Displays the top customers of the customer.	Display	Tile			

Top suppliers	Displays the top suppliers of the customer.	Display	Tile		
Directors	Displays the directors of the customer.	Display	Tile		
Management team	Displays the management team of the customer.	Display	Tile		

3. Reference and Feedback

3.1 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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