Small and Medium Business Onboarding User Guide

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Small and Medium Business Onboarding User Guide

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1 Preface

1.1 Introduction

This guide provides step-by-step instructions to onboard a Small and Medium Business (SMB) customer using Oracle Banking Enterprise Party Management.

1.2 Audience

This manual is for the Bankers responsible for onboarding Small and Medium Business (SMB) customers into the bank.

1.3 Document Accessibility

For information about Oracle's commitment to accessibility, visit the Oracle Accessibility Program website at http://www.oracle.com/pls/topic/lookup?ctx=acc&id=docacc.

1.4 List of Topics

This user manual is organized as follow:

Table 1: List of Topics

Topics	Description
Small and Medium	This topic provides an overview of the Small and Medium
Business Onboarding	Business (SMB) Onboarding process and covers the actions to
	be performed in the Onboarding process.
List of Menus	This topic provides the list of main screens in the document
	along with its reference.

1.5 Related Documents

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

- 1. Getting Started User Guide
- 2. Small and Medium Business 360 User Guide



1.6 Symbols and Icons

The following are the symbols/icons you are likely to find in this guide:

Table 2: Symbols and Icons

Symbol	Functions
\rightarrow	Represents Results
+	Add icon
	Edit icon
	Delete icon
	Calendar icon
*	Close icon to cancel operation
a ^{ld}	Minimize
z ²	Maximize
×	Close
Q	Perform search
▼	Open a list
v ^	Increase/decrease value



1.7 Basic Actions

Most of the screens contain buttons to perform all or few of the basic actions. The table below gives a snapshot of them:

Table 3: Basic Actions

Symbol	Functions
Submit	On click of 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, the task will be submitted. The following options are available for 'Outcome': • Proceed – move the task to next stage or complete the onboarding process in Approval stage. User can select this option in the Initiation, Enrichment, Review, Recommendation, and Approval stages. • Approve – the onboarding process is approved. User can select this option in KYC stage. • Reject – the onboarding process is rejected. User can select this option in KYC and Approval stages. • Additional Info – the task is moved back to the Manual retry queue for further. User can select this
Post	option in Review and Approval stages. On click of Post, the system posts the comments below the Comments text box.
Cancel	On click of Cancel, the system will ask for confirmation and on confirming the task will be closed without saving the data.
Hold	On click of Hold, the captured details will be saved and the task status will be suspended and will be available in the Hold queue. This option is used, if there are any

Symbol	Functions
	pending information to be captured. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured.
Next	On click of Next, the details of the captured will be saved and then system will move to the next screen. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured. If mandatory fields have not been captured, system will display error until the mandatory fields have been captured.
Back	On click of Back, the details of the captured will be saved and then system will move to the previous screen.
Save & Close	On click of Save & Close, the captured details will be saved. If mandatory fields have not been captured, system will display error until the mandatory fields are captured.



2 Small and Medium Business (SMB) Onboarding

2.1 Overview

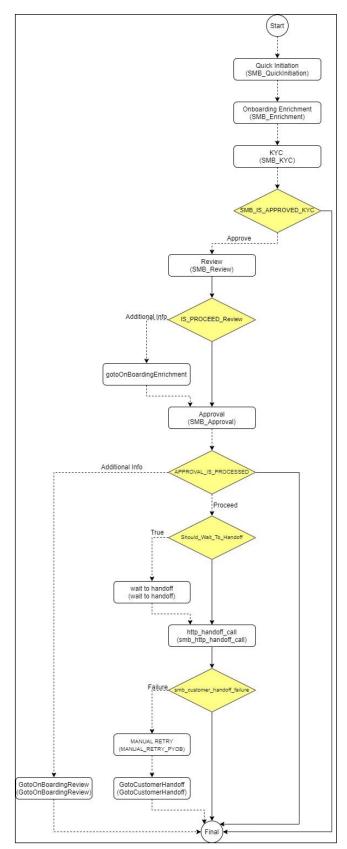
Small and Medium Business (SMB) Onboarding is the process of collecting, evaluating, and authorizing customer information for secured banking operations. The Relationship Managers can initiate this process when the customer shows interest in any of the bank's products or approaches the bank for an availing facility. The information collected throughout this process is stored in the bank's database for future reference.

2.1.1 Process Flow Diagram

The flow diagram illustrating the different stages in SMB Onboarding process is shown below for reference:



Figure 1: Process Flow



2.2 Onboarding Initiation

This section contains the following topics:

- 2.2.1 Basic Details
- 2.2.2 Stakeholder Details
- 2.2.3 Financial Information
- 2.2.4 Interested Products
- 2.2.5 Comments
- 2.2.6 Review and Submit

In this stage, the Relationship Manager can capture brief information about the SMB customer to be on-boarded using Oracle Banking Enterprise Party Management.

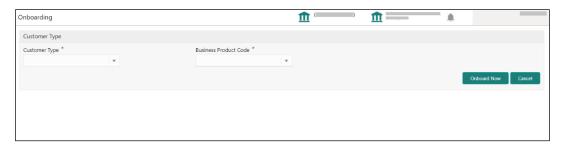
Prerequisites:

Before you begin, log in to the application Home page. For information on how to log in, refer to the *Getting Started User Guide*.

To initiate the Onboarding process:

- 1. On the Home page, click Party Services. Under Party Services, click Onboarding.
 - → The **Onboarding** screen is displayed.

Figure 2: Onboarding Initiation





2. On the **Onboarding** screen, specify the fields. For more information on fields, refer to the field description table.

NOTE: The fields, which are marked with an asterisk, are mandatory.

Table 4: Onboarding - Field Description

Field Name	Description
Customer Type	Select Small and Medium Business from the drop-down values.
	If required, select the desired business process code.
Business Process Code	NOTE: This field is displayed and required only if more than one process code is configured for a given customer type.

- 3. Click on Onboard Now.
 - → The SMB Onboarding Quick Initiation screen is displayed.

Figure 3: SMB Onboarding - Quick Initiation



On Quick Initiation screen, specify the details about the customer. The fields which are
marked with asterisk are mandatory. For more information on fields, refer to the field
description table.

Table 5: Quick Initiation - Field Description

Field Name	Description
Doing Business As	Specify the business of the SMB customer.
Registration Number	Specify the registration number.
Date of Registration	Specify the date of registration.
SMB Classification	Select the SMB classification from the drop-down values.



Field Name	Description
Customer Category	Click search icon and select customer category from the list of values.

5. Click Submit.

System will check for duplicate customers (Dedupe Check).

- → If there is no duplicate customer existed in the system, then system creates unique party ID for the customer and displays the **Initiation Basic Details** screen
- → If there is a duplicate customer/s existed in the system, then system will display the list of customers with same name. User will have facility to
 - Discard the Customer Onboarding or
 - Go ahead and save it or
 - Cancel and go back to previous screen

Example: There is a customer by the name "Whywedya Business Unfolding Opc Private Limited" and the user will try to create a customer with the same name again. Then the system will display duplicate records as below.

Figure 4: Duplication Check



- Dedupe check will fetch the matches found against the
 - Information of existing customers present in the system
 - Information of the customers for whom the onboarding application was denied/rejected
- By default, the system validates based on the customer organization name. If other attributes are required for dedupe check that can be configured.



→ Dedupe check will be performed as a service.

2.2.1 Basic Details

Details of the business such as name, registration number, and registration date, tax id etc. along with personal details of the business owner such as name, date of birth, and address of the customer to be on-boarded are added in this data segment.

Figure 5: Initiation - Basic Details



Perform the following steps to update the basic details:

On Basic Details segment, specify the additional information related to the business. The fields
which are marked with asterisk are mandatory. For more information on fields, refer to the field
description table.

Table 6: Basic Details - Field Description

Field Name	Description
Country of Registration	Specify the country of registration.
SMB Registration Number	Specify the SMB registration number.
Tax Identification Number	Specify the tax identification number of the SMB customer.
Goods and Services Tax Id	Specify the goods and services tax Id.
Business License	Specify the business license.
Relationship Manager Id	Specify the relationship manager ld.

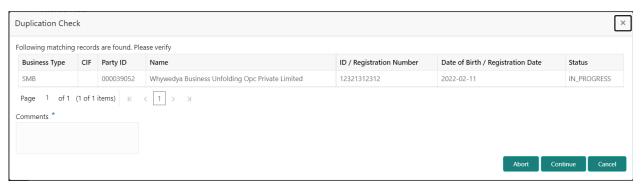


Field Name	Description
Location	Select the Location from the list of values. This pertains to a particular area in a country

NOTE: Basic details provided in the Quick Initiation window are automatically populated in the Initiation – Basic Details page.

- 2. **Upload logo** of the customer, if available.
- 3. System will check for duplicate customers
 - a. If there is no duplicate customer existed in the system, then system creates unique party ID for the customer and displays the **Initiation - Basic Details** screen
 - b. If there is a duplicate customer/s existed in the system, then system will display the list of customers with same name. User will have facility to
 - i. **Discard** the Customer Onboarding or
 - ii. Go ahead and save it or
 - iii. Cancel and go back to previous screen

Figure 6: Duplication Check



Please click this link for more information: Dedupe Check



- 4. Click and expand the Address section.
 - → The system displays the address related fields.

Figure 7: Address



5. On **Address** segment, specify the address details. The fields which are marked with asterisk are mandatory. For more information on fields, refer to the field description table.

Table 7: Address - Field Description

Field Name	Description
Address Type	Select the address type from the drop-down menu.
Building Name	Specify the building name of the customer.
Street Name	Specify the street name of the customer.
Locality	Specify the locality of the customer.
City	Specify the city of the customer.
State	Specify the state of the customer.
Country	Click search icon and select country from the list of values.
Postal Code	Specify the postal code for the address
Mobile Number	Specify the mobile number of the customer.
Email ID	Specify the Email Id of the customer.
Contact Number	Specify the contact number of the customer.
Narrative	Specify the description for the address.
Add More	Click Add more to add another address.



- 6. After adding the address, click and expand the **Social Profile** section.
 - → The system displays the social profile related fields.

Figure 8: Social Profile



7. On **Social Profile** segment, specify the details. For more information on fields, refer to the field description table.

Table 8: Social Profile - Field Description

Field Name	Description
Facebook	Select the address of the Facebook profile.
Twitter	Select the address of the Twitter profile.
Instagram	Select the address of the Instagram profile.
LinkedIn	Select the address of the LinkedIn profile.
Blog	Select the address of the Blog profile.
Tumblr	Select the address of the Tumblr profile.

8. Click **Next** to move to the **Initiation – Stakeholder Details** page.

2.2.2 Stakeholder Details

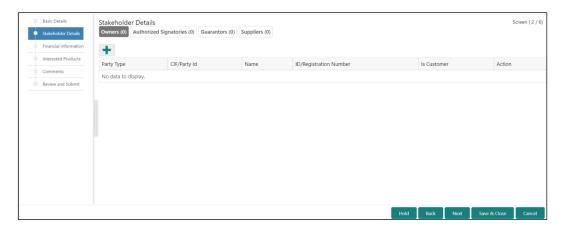
Details about the stakeholder such as Owners, Authorized Signatories, guarantors, and Suppliers of the business can be added in this data segment. Stakeholders' detail is necessary for the bank to ascertain the credibility of the business.



Stakeholders to a customer can be either of the following:

- An existing customer of the Bank
- An existing party that is not a customer but is a stakeholder to another customer of the bank
- A new party, which is neither a customer nor an existing party (stakeholder)

Figure 9: Initiation - Stakeholder Details



Perform the following steps to update the stakeholder's details:

- 1. To add the desired stakeholder, select the corresponding stakeholder button on top of **Stakeholder Details** screen, and click the **!** icon.
 - → The system displays the **Add New Owners** screen.

Figure 10: Add New Owners



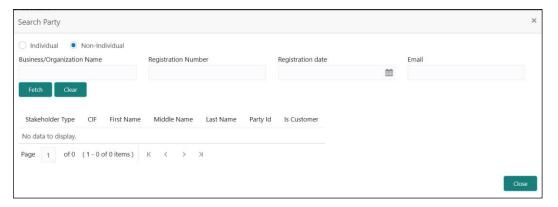
- Specify the existing CIF (if the stakeholder is an existing customer) or the existing Party Id (if the stakeholder is an existing party but not a customer) or select from the list of the recently added stakeholders to the same application.
- 3. If CIF/Party Id is not known, click search icon to launch **Search Party** screen and select from the list of values.



Figure 11: Search Party - Individual



Figure 12: Search Party - Non-Individual

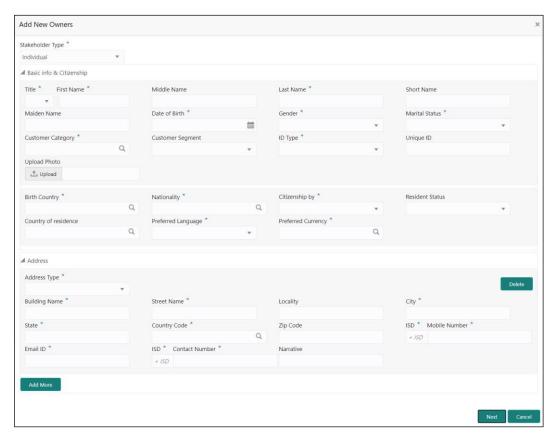


- 4. After you specify the CIF/Party Id, Click Next.
 - → The system display the screen to add relationship specific attribute for the stakeholder.



- 5. If the stakeholder is new to the Bank, then click **Next** without entering CIF/Party Id.
 - → The system displays screen to capture details for the new stakeholder.

Figure 33: Add New Owners



6. On **Add New Owners** screen, specify the details of the new stakeholder. The fields which are marked with asterisk are mandatory. For more information on fields, refer to the field description table.

Table 9: Add New Owners - Field Description

Field Name	Description
Stakeholder Type	Select the stakeholder type from the drop-down values.
Basic Info & Citizenship	Specify the fields under this segment.
Title	Select the title from the drop-down values.
First Name	Specify the first name of the new stakeholder.
Middle Name	Specify the middle name of the new stakeholder.



Field Name	Description Specify the last name of the new stakeholder.
Loot Name	Specify the last name of the new stakeholder.
Last Name	
Short Name	Specify the short name of the new stakeholder.
Maiden Name	Specify the maiden name of the new stakeholder.
Date of Birth	Select the date of birth of the new stakeholder.
Gender	Select the gender from the drop-down values.
Marital Status	Select the marital status from the drop-down values.
Customer Category	Click search icon and select customer category from the list of values.
Customer Segment	Select the customer segment from the drop-down values.
ID Type	Select the ID type from the drop-down values.
Unique ID	Specify the unique ID of the new stakeholder.
Upload Photo	Upload the photo of the new stakeholder.
Birth Country	Click search icon and select birth country from the list of values.
Nationality	Click search icon and select the nationality of the stakeholder from the list of values.
Citizenship By	Select the 'Citizenship By' the drop-down values.
Residential Status	Select the residential status from the drop-down values.
Country of Residence	Click search icon and select the country from the list of values.
Preferred Language	Select the preferred language from the drop-down values.
Preferred Currency	Click search icon and select preferred currency from the list of values.
Address	Specify the fields under this segment.
Address Type	Select the address type from the drop-down values.
Building Name	Specify the building name of the new stakeholder.
Street Name	Specify the street name of the new stakeholder.
Locality	Specify the locality of the new stakeholder.
City	Specify the city of the new stakeholder.
State	Specify the state of the new stakeholder.
-	



Field Name	Description
Country Code	Click search icon and select country code from the list of values.
Zip Code	Specify the zip code of the address.
Mobile Number	Specify the mobile number of the new stakeholder.
Email ID	Specify the email Id of the new stakeholder.
Contact Number	Specify the contact number of the new stakeholder.
Narrative	Specify the description for the new stakeholder.

7. Click Next.

ightarrow The system displays the Add New Owners – KYC screen

Figure 44: Add New Owners - KYC



8. On Add New Owners - KYC screen, update the KYC Details.

NOTE: This step is optional

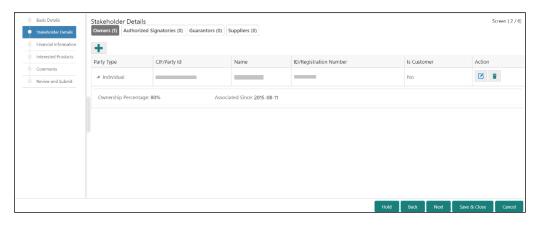
- 9. After updating the KYC details, click Next
 - → The system displays the screen to capture relationship specific attributes for the stakeholder

Figure 55: Add New Stakeholder - Capture relationship specific attribute



- On Add New Owners screen, specify the Ownership Percentage and Associated Since values, and click Submit.
 - → The system will link the stakeholder to the customer being onboarded and display the new added stakeholder on the **Stakeholder Details** screen

Figure 66: New Stakeholder Added



11. If the stakeholder is an existing customer or an existing Party, then the linkage is based on the CIF/Party Id.

In case a new stakeholder is being added, the system will generate a Party Id for the newly added stakeholder. This Party Id is used to establish a link between the new customer and stakeholder.



NOTE:

- 1. If the stakeholder is an existing customer: The system displays the Signature of the authorized signatory. If the required user has to change it as part of the amendment.
- 2. If the stakeholder is a non-customer: The user can add the signature.

2.2.3 Financial Information

Information about the customer's income, assets, and liability is added in this data segment. Financial information about the customer help bank in determining the credit worthiness of the customer in a better manner.

Figure 77: Initiation - Financial Information

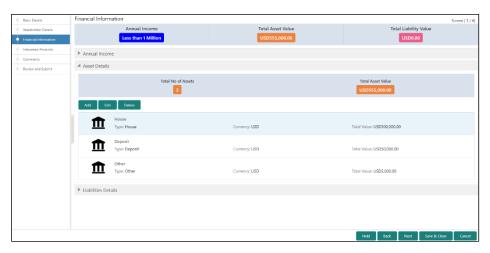


Perform the following steps to update the financial information:

- 1. Select the **Annual Income** range of the customer.
- 2. Click and expand the Asset Details section.
 - → The system displays the following options:
 - Add
 - Modify
 - Delete



Figure 88: Financial Information - Asset Details



- 3. Click Add to add the asset detail.
 - → The system displays the **Add Asset Details** window.

Figure 99: Add Asset Details



4. On **Assets** screen, specify the details. The fields which are marked with asterisk are mandatory. For more information on fields, refer to the field description table.

Table 10: Assets - Field Description

Field Name	Description
Туре	Select the asset type from the drop-down values.
Currency	Click search icon and select the currency from the list of values.
Total Value	Specify the total value.

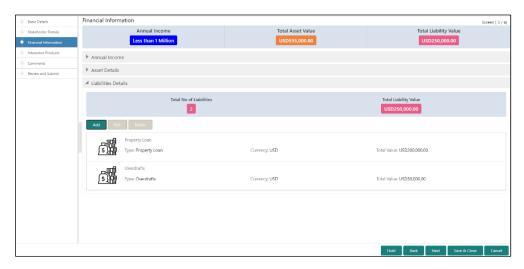
- 5. Click Submit.
 - → The system adds the asset details and lists in the **Asset Details** section.

NOTE: You can also select the required item from list, and click the edit/delete icon to modify/delete the added asset details.



- 6. Click and expand the Liabilities Details section to add the liability details.
 - → The system displays the following options:
 - Add
 - Modify
 - Delete

Figure 20: Financial Information – Liabilities Details



- 7. Click Add.
 - → The system displays the **Add Liability Details** window.

Figure 21: Add Liability Details



8. On **Liabilities** screen, specify the details. The fields which are marked with asterisk are mandatory. For more information on fields, refer to the field description table.

Table 11: Liabilities - Field Description

Field Name	Description
Туре	Select the type of liability from the drop-down values.
Currency	Click search icon and select the currency from the list of values.



Field Name	Description
Total Value	Specify the total value.

9. Click Submit.

→ The system adds the liability details and lists in the **Liabilities Details** section.

NOTE: You can also select the required item from list, and click the edit/delete icon to modify/delete the added liability details.

10. Click Next to go to the Initiation - Interested Products segment.

2.2.4 Interested Products

All the bank products relevant to the customer are displayed in this data segment. Relationship Manager can select the products in which the customer has shown interest to associate the same with customer.

Figure 22: Initiation - Interested Products



Perform the following steps to update the details of interested products:

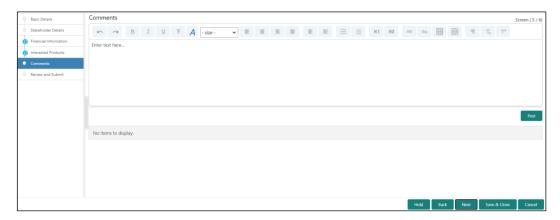
- 1. On **Interested Products** screen, select the products based on customer's interest, and specify the requested value for each product.
- 2. Click **Next** to move to the **Initiation Comments** page.



2.2.5 Comments

The Relationship Managers can capture overall comments for the Initiation stage in this data segment. Capturing comments help the banker working with this task in next stage to better understand the task.

Figure 103: Initiation - Comments



Perform the following steps:

- 1. On **Comments** screen, specify the overall comments for the **Onboarding Initiation** stage.
- 2. Click **Next** to move to the **Initiation Review and Submit** page.

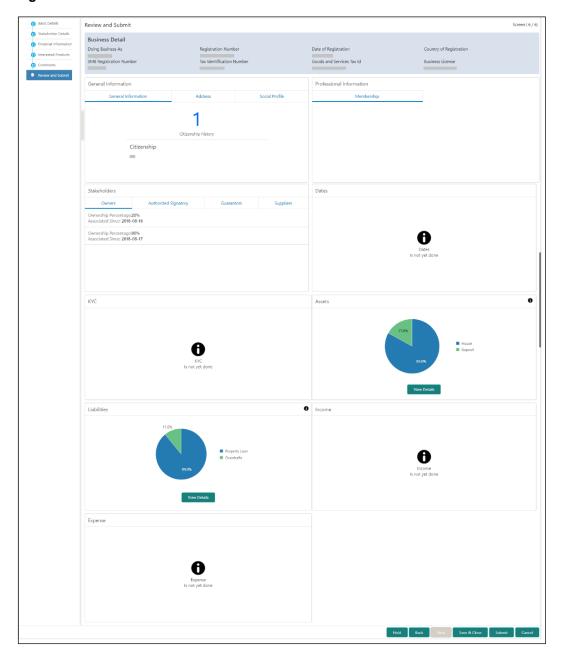


2.2.6 Review and Submit

This page provides a consolidated view of the information captured in all the data segments.

The Relationship Managers can view the displayed information and take necessary action such as modifying the information or moving the task to the next stage.

Figure 114: Initiation - Review and Submit



In the **Review and Submit** screen, the details are displayed in tiles. For more information on tiles, refer to the field description table.

Table 12: Review and Submit - Description

Tile Name	Description
General Information	In this tile, the following details are displayed:
	Citizenship
	Address
	Social Profile
Professional Information	Displays the professional information of the stakeholder.
Stakeholders	Displays the stakeholders.
Dates	Displays the details of the dates.
кус	Displays the KYC details.
Assets	Displays the assets details.
Liabilities	Displays the liabilities details.
Income	Displays the income details.
Expense	Displays the expense details.
View details	In the corresponding tile, click this icon to view the detailed information.

System will check for duplicate customers

- a. If there is no duplicate customer existed in the system, then user can proceed.
- b. If there is a duplicate customer/s existed in the system, then system will display the list of customers with same name. User will have facility to
 - i. **Discard** the Customer Onboarding or
 - ii. Go ahead and save it or
 - iii. Cancel and go back to previous screen



Figure 25: Duplication Check



Please click this link for more information: Dedupe Check

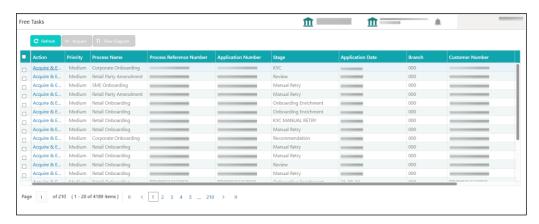
2.3 Onboarding Enrichment

In this stage, the Relationship Manager can capture detailed information about the SMB customer to be added in Oracle Banking Enterprise Party Management. This section contains the following topics:

- 2.3.1 Business Details
- 2.3.2 Stakeholder Details
- 2.3.3 Membership / Association
- 2.3.4 Financial Profile
- 2.3.5 Comments
- 2.3.6 Review and Submit
- To acquire and edit the Onboarding Enrichment task, click Tasks. Under Tasks, click Free Tasks.
 - → The system displays the **Free Tasks** screen.



Figure 126: Free Tasks

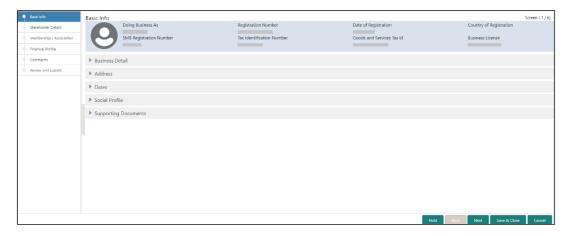


2. On **Free Tasks** screen, select the required task and click **Acquire and Edit**. The system displays the **Enrichment – Basic Info** page.

2.3.1 Business Details

In addition to the business details, address, and social profile captured in the Initiation stage, the Relationship Managers can add important Dates, Supporting documents, and Photos of the customer in this data segment.

Figure 137: Enrichment - Basic Info



For information on adding Business Details, **Address** and **Social profile**, refer *Basic Details* topic in the Onboarding Initiation section.

As part of basic info, system will check for duplicate customers.

Please click this link for more information: Dedupe Check



Figure 148: Enrichment - Basic Info - Dates



Perform the following steps to update the basic details:

- 1. On **Basic Info** screen, click and expand the **Dates** segment to add important dates of the customer.
- 2. On **Dates** segment, specify the details. The fields which are marked with asterisk are mandatory. For more information on fields, refer to the field description table.

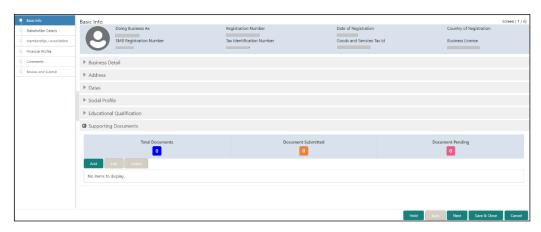
Table 13: Dates - Field Description

Field Name	Description
Date Type	Select the date type from the drop-down values.
Upload Photo	Click Upload and select the photo to be uploaded.
Date	Click calendar icon, and select the date.
Add More	Click to displays the fields related to important dates.

3. Click and expand the **Supporting documents** section to add supporting documents.



Figure 159: Enrichment - Basic Info - Documents



4. Click Add.

→ The system displays the **Document** screen.

Figure 30: Enrichment - Basic Info - Documents



On **Document** screen, specify the details. The fields which are marked with asterisk are mandatory. For more information on fields, refer to the field description table.

Table 14: Dates - Field Description

Field Name	Description
Document Name	Select the date type from the drop-down values.
Document Number	Specify the document number.
Document Issue Date	Click calendar icon, and select the issue date of the document.
Document Expiry Date	Click calendar icon, and select the expiry date of the document.
Upload Documents	Click Upload and select the document or drag and drop the file to be uploaded.
Uploaded Documents	Displays the description of the uploaded documents.



5. Click Save.

→ The system adds the document details and lists in the **Supporting documents** section.

NOTE: You can also select the required item from list, and click the edit/delete icon to modify/delete the added document details.

6. Click Next to move to the Enrichment - Stakeholder Details page.

2.3.2 Stakeholder Details

For information on adding customer's stakeholder details, refer Stakeholder Details sub-section in Onboarding Initiation section.

Figure 31: Enrichment - Stakeholders



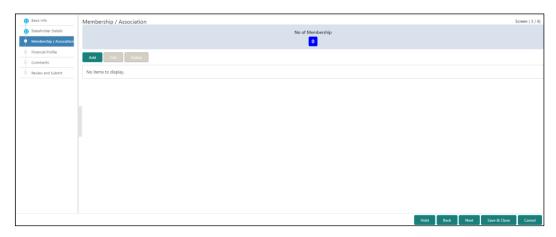
On click of **Next** in the **Enrichment – Stakeholder Details** page, the system displays the **Enrichment – Membership** page.



2.3.3 Membership / Association

If the customer is a member in or associated with any institution, the relationship manager can add details about the same in this data segment.

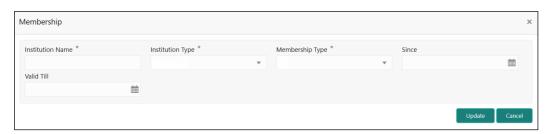
Figure 32: Enrichment - Membership



Perform the following steps to update the membership/association details:

- 1. Click **Add** to add the membership details.
 - → The system displays the **Membership** screen.

Figure 33: Add Membership Details



1. On **Membership** screen, specify the details. The fields which are marked with asterisk are mandatory. For more information on fields, refer to the field description table.

Table 15: Membership - Field Description

Field Name	Description
Institution Name	Specify the name of institution where the customer is a member.
Institution Type	Select from the drop-down values.
Membership Type	Select from the drop-down values.



Field Name	Description
Since	Click calendar icon and select the membership start date.
Valid Till	Click calendar icon and select the membership expiry date.

2. Click Save.

→ The system adds the membership details and lists in the **Enrichment – Membership** page.

Figure 164: Enrichment - Membership List



NOTE: You can also select the required item from list, and click the edit/delete icon to modify/delete the added membership details.

3. Click **Next** to move to the **Enrichment – Financial Profile** page.

2.3.4 Financial Profile

The Relationship Managers can further enrich the customer's financial information in this data segment by adding income details, expense details, and details about the relationship with other banks.

Financial Profile

Some (4 / 0)

Stakeholder Detail

Market Service and Submit

Financial Profile

Assets & Liabilities

Assets & Liabilities

Income & Expenses

Assets & Liabilities

Income & Expenses

Property Loan

Transcel

Property Loan

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Property Loan

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Property Loan

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Profile

Some (4 / 0)

Assets & Liabilities

Income & Expenses

Property Loan

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Property Loan

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Property Loan

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Property Loan

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Profile

Some (4 / 0)

Assets & Liabilities

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Property Loan

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Property Loan

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Figure 175: Enrichment - Financial Profile

Perform the following steps to update the financial profile:

1. Click **View detail** in the corresponding tiles to change the chart view of asset and liabilities detail to the list view.

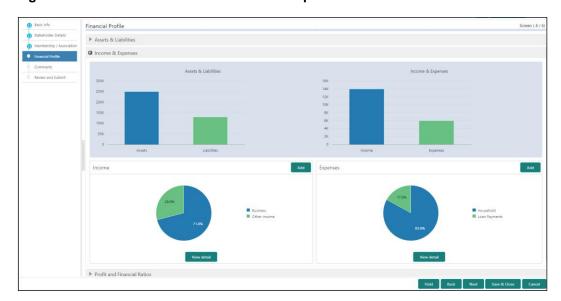


Figure 186: Assets and Liabilities Detail

2. Click **Back** in the corresponding tiles to change the list view of assets and liabilities detail to the chart view.

- 3. Click the configure icon in the corresponding tile for the following options in assets and liabilities details:
 - Add
 - Modify
 - Delete
- 4. After viewing the assets and liabilities detail, click and expand the **Income and Expenses** section.

Figure 197: Financial Profile - Income and Expense



- 5. Click **Add** at the top right corner in **Income** tile to add income details of the customer.
 - → The system displays the **Income** window.

Figure 208: Income





6. Click Add.

→ The system displays the **Income** screen:

Figure 219: Add Income Details



On **Income** screen, specify the details. The fields which are marked with asterisk are mandatory. For more information on fields, refer to the field description table.

Table 16: Income - Field Description

Field Name	Description
Income Type	Select income type from the drop-down values.
Frequency	Select frequency of income from the drop-down values.
Currency	Click search icon and select currency from the list of values.
Amount	Specify the amount.

7. Click Add.

→ The system adds and lists the income details in the **Income** window.

NOTE: You can also select the required item from list, and click the edit/delete icon to modify/delete the added income details.

8. Click icon to exit the **Income** window.



- 9. Click the configure icon at the top right corner in **Expenses** tile to add expense details of the customer.
 - → The system displays the **Expenses** window.

Figure 40: Expenses



10. Click Add.

→ The system displays the **Add Expense Detail** screen.

Figure 41: Add Expense Details



On **Expenses** screen, specify the details. The fields which are marked with asterisk are mandatory. For more information on fields, refer to the field description table.

Table 17: Expenses – Field Description

Field Name	Description
Expense Type	Select from the drop-down values.
Frequency	Select from the drop-down values.
Currency	Click search icon and select currency from the list of values.
Expense Value	Specify the expense value.

11. Click Add.

→ The system adds and lists the expense details in the **Expenses** window.

NOTE: You can also select the required item from list, and click the edit/delete icon to modify/delete the added income details.



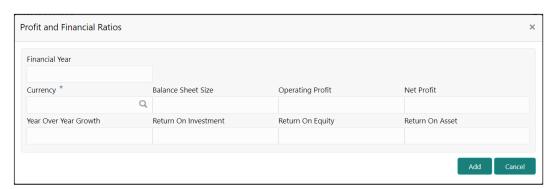
- 12. Click icon to exit the **Expenses** window.
- 13. After adding, modifying or deleting the income and expense detail, click and expand the **Profit** and Financial Ratios section.

Figure 42: Profit and Financial Ratios



14. Click **Add** to add the profit and financial ratios. Data corresponding to different financial years can be added in this section

Figure 43: Add - Profit and Financial Ratios



On **Profit and Financial Ratios** screen, specify the details. The fields which are marked with asterisk are mandatory. For more information on fields, refer to the field description table.

Table 18: Profit and Financial Ratios - Field Description

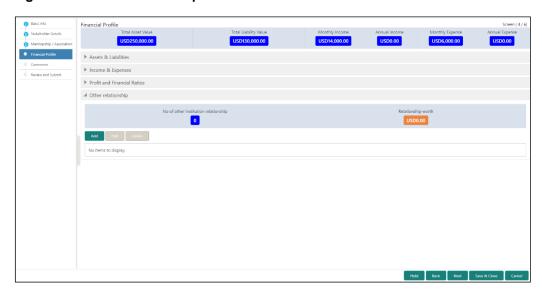
Field Name	Description
Financial Year	Specify the financial year.
Currency	Click search icon and select currency from the list of values.
Balance Sheet Size	Specify the balance sheet size.



Field Name	Description
Operating Profit	Specify the operating profit.
Net Profit	Specify the net profit.
Year Over Year Growth	Specify the year over year growth value.
Return On Investment	Specify the return value on investment.
Return On Equity	Specify the return value on equity.
Return On Asset	Specify the return value on asset.

15. After adding, modifying or deleting the Profit and Financial Ratio detail, click and expand the **Other relationship** section.

Figure 44: Other Relationship



- 16. Click **Add** to add details about the customer's relationship with other bank.
 - → The system displays the **Add Relationship Details** screen.

Figure 225: Add Relationship Details



On **Add Relationship Details** screen, specify the details. The fields which are marked with asterisk are mandatory. For more information on fields, refer to the field description table.

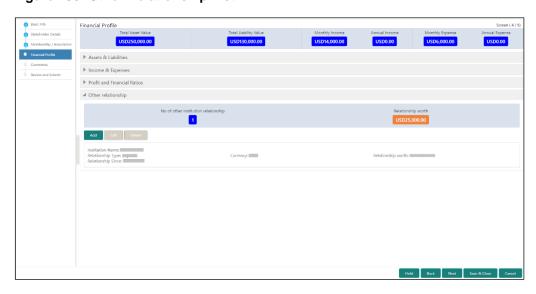
Table 19: Profit and Financial Ratios - Field Description

Field Name	Description
Institution Name	Specify the name of the other bank.
Relationship Type	Select the relationship type from the drop-down values.
Currency	Click search icon and select currency from the list of values.
Relationship worth	Specify the balance sheet size.
Relationship Since	Click calendar icon and select the relationship start date.

17. Click Add.

→ The system adds and lists the relationship details in the **Other relationship** section.

Figure 236: Other Relationship List





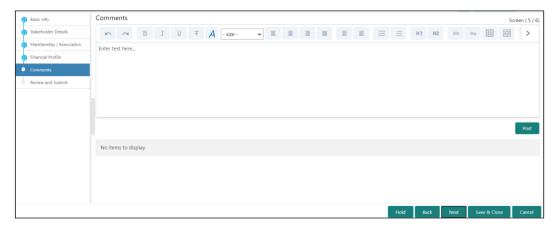
NOTE: You can also select the required item from list, and click the edit/delete icon to modify/delete the other relationship details.

18. Click **Next** to move to the **Enrichment – Comments** page.

2.3.5 Comments

The Relationship Managers can capture overall comments for the Enrichment stage in this data segment. Capturing comments help the banker working with this task in next stage to better understand the task.

Figure 247: Enrichment - Comments



Perform the following steps:

- 1. Specify the overall comments for the **Onboarding Enrichment** stage, and click **Post**.
- 2. Click **Next** to move to the **Enrichment Review and Submit** page.

2.3.6 Review and Submit

For information on reviewing and submitting the task to the next stage, refer to 2.2.6 Review and Submit topic in the **Onboarding Initiation** section.

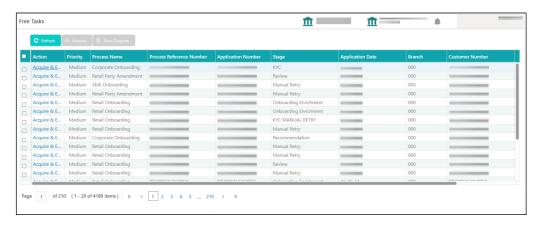


2.4 KYC Check

KYC check for the SMB customer is populated based on the product selected by that customer. The banks can directly perform the KYC check by themselves or reach external agencies for the KYC Information. For successful SMB onboarding, the customer must be compliant with all the necessary KYC checks.

- 1. To acquire and edit the KYC task, click **Tasks**. Under **Tasks**, click **Free Tasks**.
 - → The system displays the **Free Tasks** screen.

Figure 258: Free Tasks



- 2. On Free Tasks screen, select the required task, and click Acquire and Edit.
 - → The system displays the **KYC Customer Summary** page.



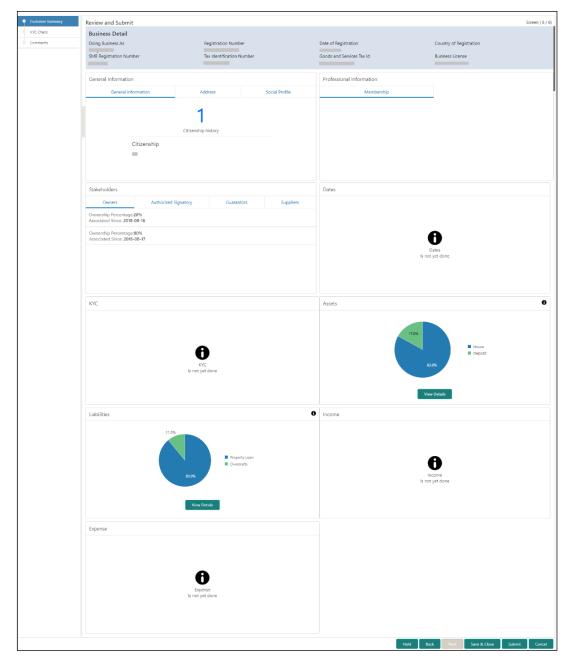


Figure 49: KYC - Customer Summary

In the **KYC – Customer Summary** screen, the details are displayed in tiles. For more information on tiles, refer to *Table 11: Review and Submit – Description*.



- 3. After reviewing the customer information, click **Next**.
 - → The system displays the **KYC Check** page.

Figire 50: KYC Check



- 4. Verify all the KYC Checks listed for the selected product.
- 5. Click **Verify**. The system displays the **Add Verification Details** window corresponding to the KYC Check.

NOTE: If the user clicks **Verify** in Reference Check tile, the system displays the **Add Verification Details** window shown below.



Figure 51: Add Verification Details - Proof of Residence

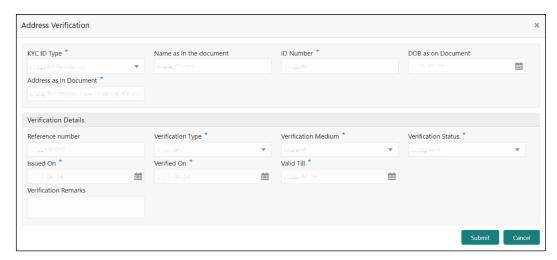


Figure 52: Add Verification Details - Proof of Identity



Figure 53: KYC Check

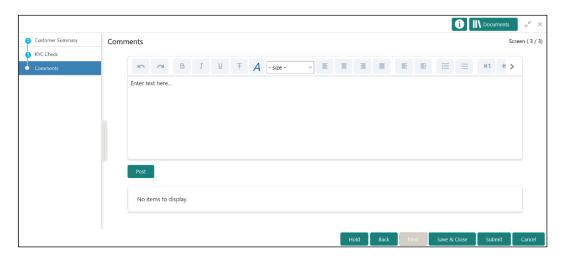


6. The system updates the verification details in corresponding tile in the **KYC Check** page.



- 7. After completing all the KYC Checks, click Next.
 - → The system displays the **KYC Comments** page.

Figure 54: KYC - Comments



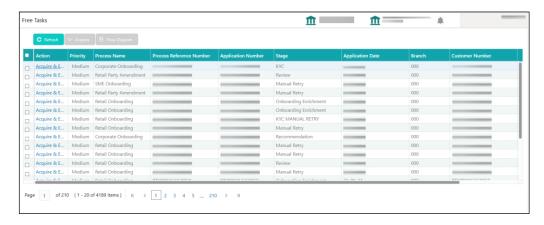
8. Specify the overall comments for the **KYC** stage, and click **Post**.

2.5 Review

In this stage, the final reviewer reviews the customer details and moves the task to Approval stage if the details are appropriate. If the details are inappropriate, the reviewer can send the task back to the previous stage.

- 1. To acquire and edit the Review task, click Tasks. Under Tasks, click Free Tasks.
 - → The system displays the **Free Tasks** screen.

Figure 265: Free Tasks



- 2. On Free Tasks screen, select the required task, and click Acquire and Edit.
 - → The system displays the **Review Customer Summary** page.



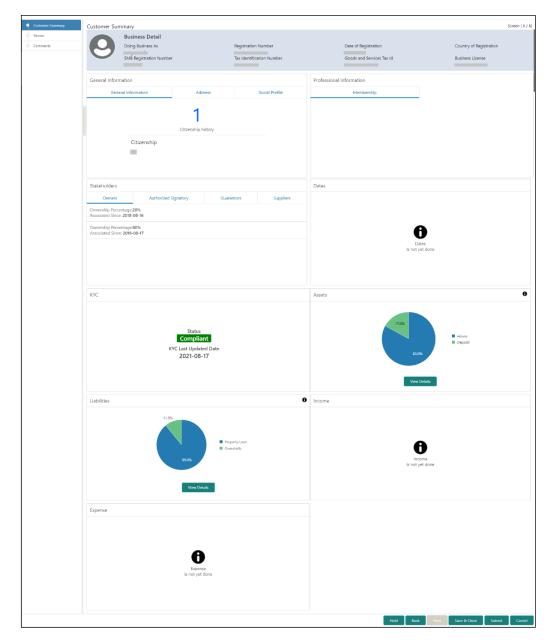
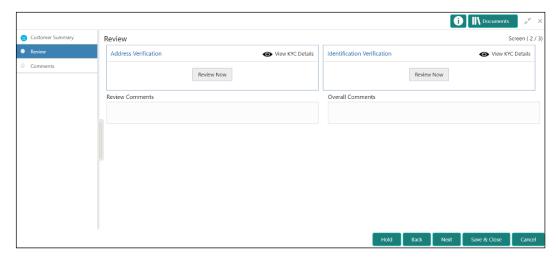


Figure 56: Review - Customer Summary

In the **Review – Customer Summary** screen, the details are displayed in tiles. For more information on tiles, refer to *Table 11: Review and Submit – Description*.

- 3. After reviewing the customer information, click **Next**.
 - → The system displays the **Review Review Comments** page.

Figure 277: Review - Review Comments



- 4. Click View KYC Details in all the tiles.
- 5. Click **Review Now** to review all the KYC details, the system displays the verification window corresponding to the KYC Check.

For example, if the user clicks **Review Now** in **Address Verification** tile, the system displays the **Address Verification** window as shown below:

Figure 288: Address Verification



6. If the address verification KYC check aligns with the bank's policy, select **Yes** in **Details as per bank policy** field. Otherwise, select **No**.

If the user selects **No**, the system displays comment boxes in the **Address Verification** window as shown below:

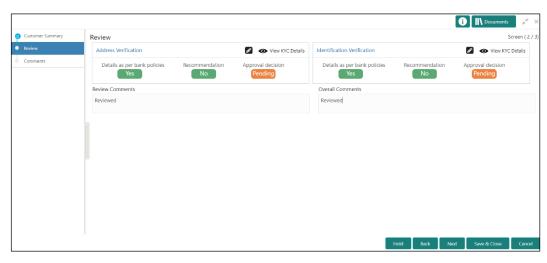


Figure 299: Address Verification Comments



- 7. Specify the required comments in **Details Not As Per Bank Policy** and **Mitigation** boxes.
- 8. Click Submit.
 - → The system displays the updated **Review Review Comments** page.

Figure 60: Review Comments with Verification Status



- 9. Specify the Review Comments and the Overall Comments.
- 10. Click Next.
 - → The system displays the **Review Comments** page.
- 11. Specify the overall comments for the **Review** stage, and click **Post**.

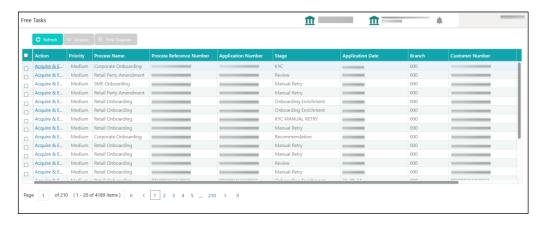


2.6 Approval

In this stage, the head of the division can view the customer information and decide to approve or reject the task based on comments from the Reviewer. If the outcome of this stage is Proceed, the task is automatically moved to the Host system.

- 1. To acquire and edit the Approval task, click **Tasks**. Under **Tasks**, click **Free Tasks**.
 - → The system displays the **Free Tasks** screen.

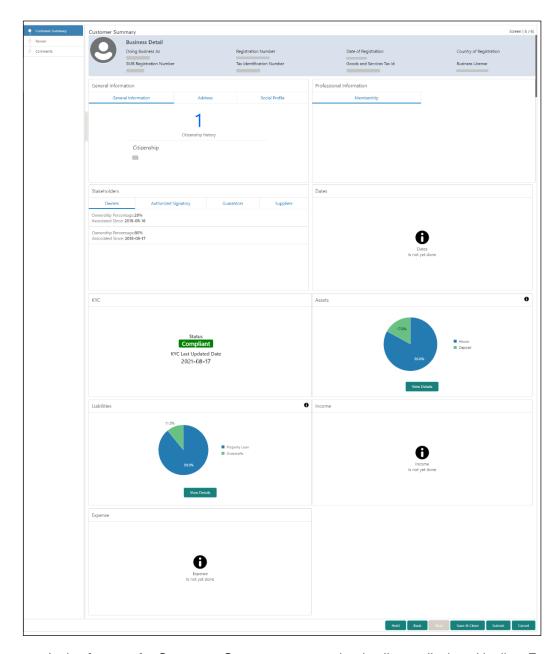
Figure 61: Free Tasks



- 2. On Free Tasks screen, select the required task, and click Acquire and Edit.
 - → The system displays the **Approval Customer Summary** page.

Figure 62: Approval - Customer Summary

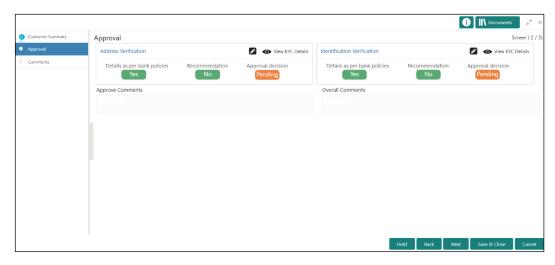




In the **Approval – Customer Summary** screen, the details are displayed in tiles. For more information on tiles, refer to *Table 11: Review and Submit – Description*.

- 3. After reviewing the customer information, click Next.
 - → The system displays the **Approval Approval Comments** page.

Figure 63: Approval – Approval Comments



- 4. Click View KYC Details in all the tiles.
- 5. Click icon to approve all the KYC details. The system displays the verification window corresponding to the KYC Check.

For example, if the user clicks icon in **Address Verification** tile, the system displays the **Address Verification** window as shown below:

Figure 304: Address Verification



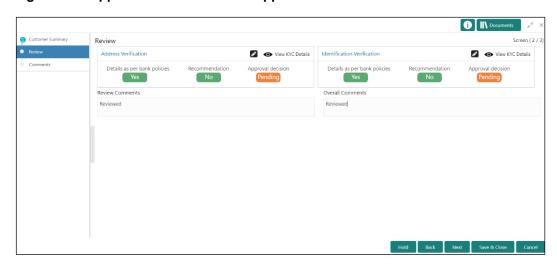
- 6. Verify the options selected by the Reviewer.
- 7. Modify the options, if required.



8. Click Submit.

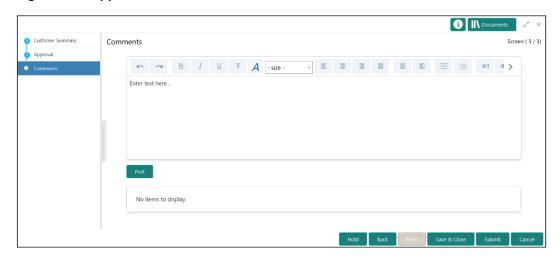
→ The system displays the updated **Approval – Approval Comments** page.

Figure 315: Approval Comments with Approval Status



- 9. Specify the Approve Comments and the Overall Comments.
- 10. Click Next.
 - → The system displays the **Approval Comments** page.

Figure 326: Approval - Comments



11. Specify the overall comments for the **Approval** stage, and click **Post**.



2.7 Amendment

In this stage, the Relationship Manager can amend the information or can add additional information about a SMB customer using Oracle Banking Enterprise Party Management.

To initiate the Amendment process:

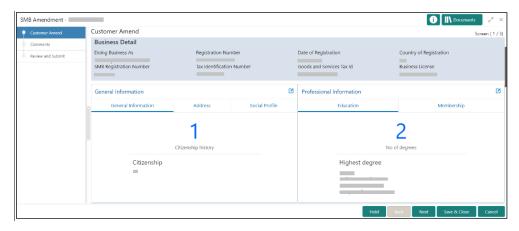
- 1. On the home page, click Party Services. Under Party Services, click Amendment.
 - → The **Amendment** screen is displayed.

Figure 337: Amendment - Enter CIF



- 2. On Amendment screen, specify the CIF and click Amend Customer.
 - → The **SMB Amendment** screen is displayed.

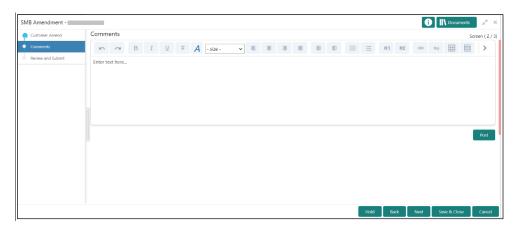
Figure 348: Amendment – SMB Amendment





- 3. Click icon of the respective section for which the information needs to be updated. You can update the following sections during Amendment:
 - General Information for details of the fields, refer section 2.2.1 Basic Details
 - Business Details
 - Basic Info
 - Address
 - Social Profile
 - Professional Information
 - Membership Details for details of the fields, refer section <u>2.3.3 Membership /</u>
 Association
 - Stakeholders for details of the fields, refer section 2.2.2 Stakeholder Details
 - Dates for details of the fields, refer section 2.3.1 Enrichment Basic info
 - KYC for details of the fields, refer section <u>2.4 KYC Check</u>
 - Assets for details of the fields, refer section <u>2.2.3 Financial Information</u>
 - Liabilities for details of the fields, refer section <u>2.2.3 Financial Information</u>
 - Income for details of the fields, refer section 2.3.4 Financial Profile
 - Expense for details of the fields, refer section 2.3.4 Financial Profile
- 4. In an amendment request, information in one or more than one section can be amended one after the other, if required.
- Click Next.
 - → The system displays the **Amendment Comments** page.

Figure 359: Amendment - Comments



4. Specify the overall comments for the **Onboarding Initiation** stage, and click **Post**.



- 5. Click Next.
 - → The system displays the **Initiation Review and Submit** page.

NOTE: For information on reviewing and submitting the task to the next stage, refer to 2.2.6 Review and Submit topic in the **Onboarding Initiation** section.

- 6. After reviewing the customer information, click **Submit**.
 - → The system displays the Checklist window.
- 7. Select the **Outcome** as Proceed, and click **Submit**.
 - → The system moves the task to the **Review** stage.

In **Review** stage, the final reviewer reviews the customer details and moves the task to Approval stage if the details are appropriate. If the details are inappropriate, the reviewer can send the task back to the previous stage. After submitting the details in Review stage, the system moves the task to **Approval** stage.

In **Approval** stage, the head of the division can view the customer information and decide to approve or reject the task based on comments from the Reviewer. If the outcome of this stage is Proceed, the task is automatically moved to the Host system. For more detail on review and Approval stage, refer to sections -2.5 Review and 2.6 Approval.

2.8 Straight Through Processing for onboarding requests received from Channels

For the onboarding requests received from Channels, there are configuration available to allow straight through processing of SMB onboarding and handoff to the core system without waiting for any manual intervention.

Refer below table for details of the configuration:

Table 20: Configurations

Configuration	Description	Default
Parameter		Value
STP_FLAG	This parameter indicates if straight through processing is	True
	allowed for SMB onboarding requests received from	
	Channels subject to other mandatory information being	
	available in the request. Accepted values are:	



Configuration	Description	Default
Parameter		Value
	TRUE - Straight through processing for SMB Onboarding	
	shall be allowed subject to fulfillment of other mandatory	
	details and business validation.	
	FALSE - Straight through processing for SMB Onboarding	
	shall not be allowed in any case, even if all mandatory and	
	KYC details are sent from Channel.	
CHANNEL_CONFIR	This parameter indicates if a confirmation from channel is	False
MATION_REQUIRED	required before handoff to the core system. Accepted	
	values are:	
	True – System will wait for a confirmation from Channels	
	before triggering the handoff to the core system	
	False – System will go ahead with the handoff to the core	
	system without waiting for any confirmation from Channels	

On receiving the SMB onboarding request from channels, the system will validate the configuration parameters as stated in the above table. If straight through processing is allowed i.e. STP_FLAG is set to True, the system validates if all the mandatory information including the KYC details are available in the request. Following cases are applicable:

- Quick Onboarding this will be quick onboarding with minimal attributes, equivalent to Quick Initiation. Further enrichment and KYC check for such requests can be done by a Bank user.
- Detailed Onboarding without KYC Check this will cover onboarding from channel with full
 customer details but without KYC Check. Such request shall fall under KYC stage. Bank
 users can pick such request and complete the remaining stages KYC, review and
 Approval.
- 3. Detailed Onboarding with KYC Check (Straight **through processing**) In this case, channel will capture and pass on all the mandatory information and KYC details. This shall be treated as straight through processing if STP_Flag is set to TRUE and the Party details shall be handed over to core system without need of any manual intervention.



3 List Of Menus

- 1. Amendment Amendment (pg. 56)
- 2. Approval Approval Comments Approval (pg.52)
- 3. Enrichment Basic Info Basic Info (pg.28)
- 4. Enrichment Comments Comments (pg.41)
- 5. Enrichment Financial Profile Financial Profile (pg.34)
- 6. Enrichment Membership Membership / Association (pg.32)
- 7. Enrichment Review and Submit Review and Submit (pg. 42)
- 8. Enrichment Stakeholder Details Stakeholder Details (pg.31)
- 9. Initiation Basic Details Basic Details (pg.10)
- 10. Initiation Comments Comments (pg.24)
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- 12. Initiation Interested Products Interested Products (pg.23)
- 13. Initiation Review and Submit Review and Submit (pg.25)
- 14. Initiation Stakeholder Details Stakeholder Details (pg.13)
- 15. KYC Check KYC Check (pg.43)
- 16. Quick Initiation Onboarding Initiation (pg.7)
- 17. Review Review Comments Review (pg.48)
- 18. Straight Through Processing Straight Through Processing for onboarding requests received from Channels (pg.58)

