

S.M.E. Commercial Finance Pty Ltd ("SME") is a specialist equipment & vendor finance company providing vendors, accountants, financial planners, solicitors and direct clients with access to the full range of finance solutions.

Business Challenge

SME was initially looking for an additional IT solution to improve efficiencies in providing finance to their clients. Their quoting process involved a lot of double handling, was time consuming and led to errors in the origination process.

Finance documents were stored on file systems, emails were stored in individual mailboxes and Management did not have a complete view across all transactions.

SME required a system to eliminate errors in documentation, reduce time in processing transactions and allow multiple parties within the business to work on a single transaction at the same time.

Our Solution

Affirm Software's Revolve™ was installed to automate and streamline the creation and management of SME's finance deal documentation and paperwork.

Within the origination process, SME typically produced up to ten sets of paperwork, starting with a quote through to a customer agreement. Affirm developed "smart" documents, forms and contracts to automate this process – effectively enabling users to only enter client information once which then auto populated across all documents. Revolve effectively reduced document data entry in their origination process by 67%.

Revolve enabled multiple parties authorised by SME to centrally produce and control new documents and client contracts through all stages of the negotiation, formulation and administration of a contract. This has reduced the time it has taken to process deals significantly.

Key client benefits

The key benefits include:

- Improved productivity and reduced errors by enabling content to be entered once and reused up to 10 times for any one deal
- Multiple parties can view and work on deals at the one time, reducing errors and saving time producing paperwork
- A reduction in the volume of paperwork, providing significant archiving and print savings



"The financier of the future must be able to quickly deliver finance solutions to their clients. Systems from Affirm are delivering real efficiencies in the origination process, enabling us to focus our resources and attention on our clients and providing comprehensive offerings to the market."

Michael Pratt,
Managing Director,
SME Commercial
Finance Pty Ltd

Products & Services

Revolve™ Finance
Document creation & scanning

Outcomes

With Affirm, SME are developing the system further so that all introducers can access the system from their office or their client's office and generate and accept quotes for SME products. Using this system, SME plans to dramatically increase the products they offer the marketplace and introduce asset finance transactions.

It is also planned that SME will work with Affirm to integrate Revolve with their back office management system, providing complete lifecycle automation.

If you would like further information about any of our products, services or other case studies, please contact us on any of the information below.



Tel +61 3 9029 2907
Fax +61 3 9670 3603
info@affirmsoftware.com.au

Suite 4.15, 343 Little Collins Street
Melbourne Victoria 3000 Australia
www.affirmsoftware.com.au

