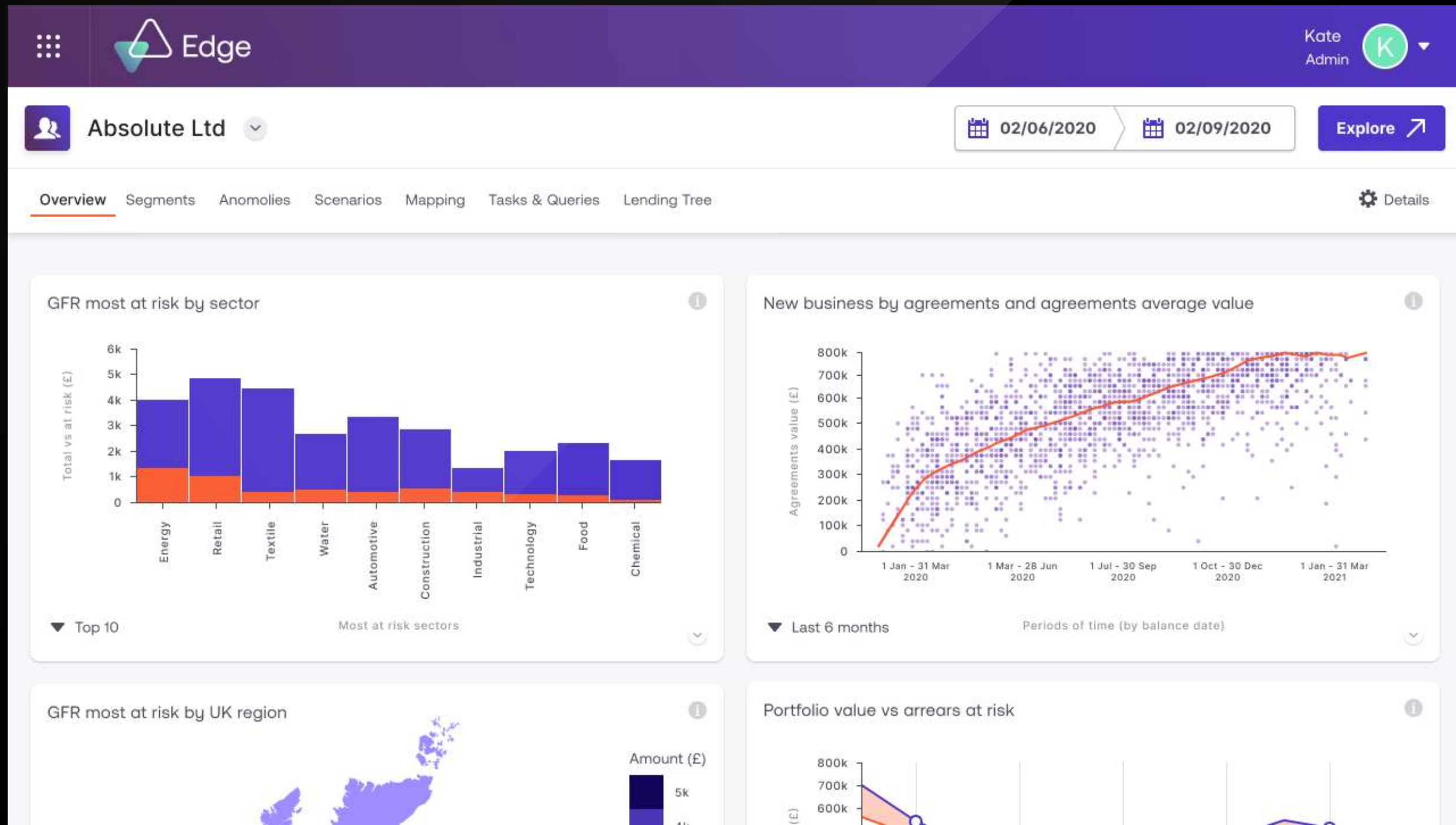


# Banking Works



Edge

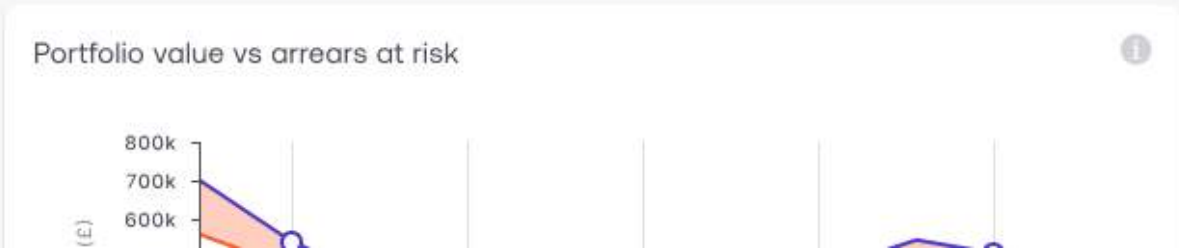
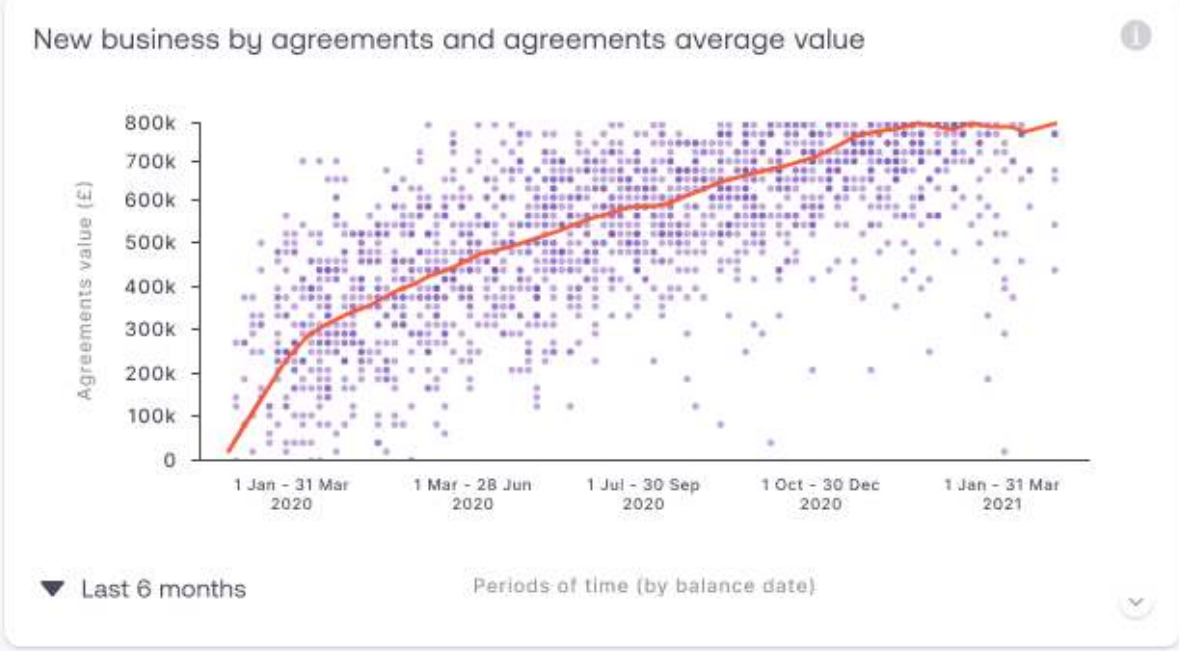
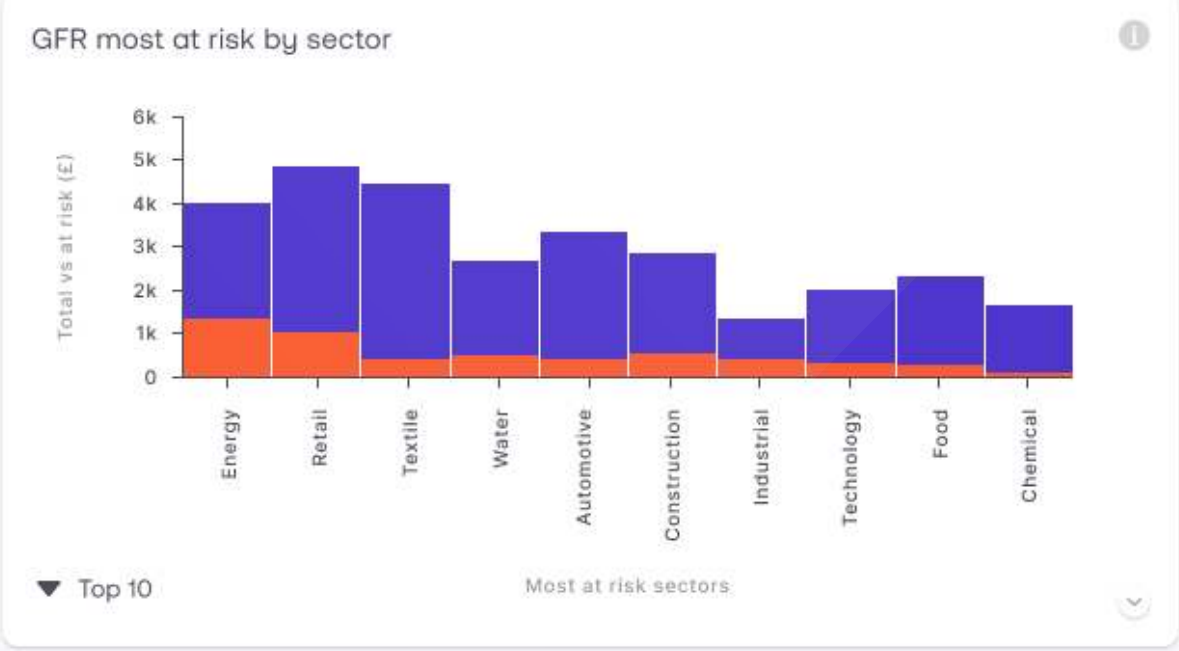
Kate Admin

Absolute Ltd

02/06/2020 02/09/2020

Explore

Overview Segments Anomalies Scenarios Mapping Tasks & Queries Lending Tree Details





## Banking Works

Banking Works solves the biggest challenges in lending through the innovative application of people, technology and data. My role involved the creation of a new-to-market cloud-based portfolio analysis beta engine that allowed organisations to track and analyse their lending. As a

UX Lead I was responsible for establishing desirable features by building an open and collaborative relationship with financial auditors. I created UI component libraries, clickable prototypes and high-fidelity visuals to ensure requirements could be tested and validated before implementation into Beta. The Banking Works private 'Edge' Beta Community was launched successfully in April 2021 and has validated customer interest.



### Pre-audit Interview Questions

#### 1. What are you doing as part of the pre-audit process? Please outline what is completed at this stage just prior to the Audit Day;

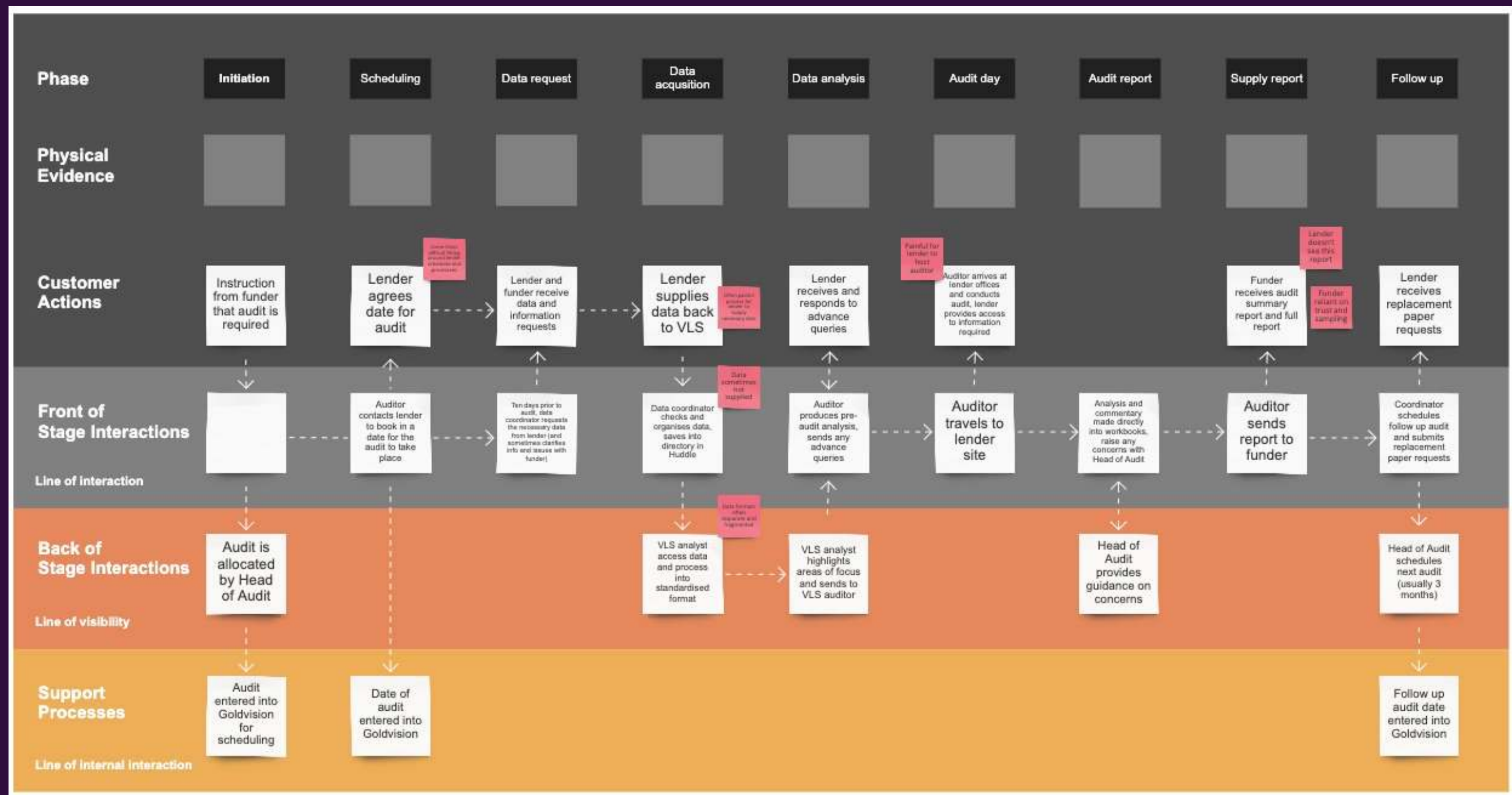
- Steve will basically add comments to anything which Shaun has highlighted as part of the pre-audit analysis. This acts as a memory jogger and acts as something of a workflow for the day.
- For arrears notices they would refer to Companies House to determine what information was recorded. On Audit Day they would check the Counterparty records to ensure similar data recorded for that specific facility.
- Exclusions would be reviewed as a sample check, depending on size. These are deals that are facilities which have expired and are in Collections; i.e. maturity date has been reached but there is still an outstanding balance. Some of the Counterparty's will keep these separate, which is the preference of the Auditor, however many of them keep them within the 'Full Book'. When they aren't separated out, this can cause additional work in highlighting and then asking Shaun to amend in time for the next audit prep.
- Settled/coding
  - Settled - If the CP have submitted specific lending on the previous audit which is then missing off the latest, and is not due to have matured.
  - Coding – Each entry within the 'Full Book' will have a specific code recorded which signifies the attributable Lender e.g. if an agreement is sold to Investec, the Investec code needs to show on the full book. Shaun will highlight these and Steve will address on the audit.
- He will populate some of the Summary Report in advance, as and where he can. Concentrations data is something he has identified as something which could be pre-populated and save time.

#### 2. Current process for background checks and external searches;

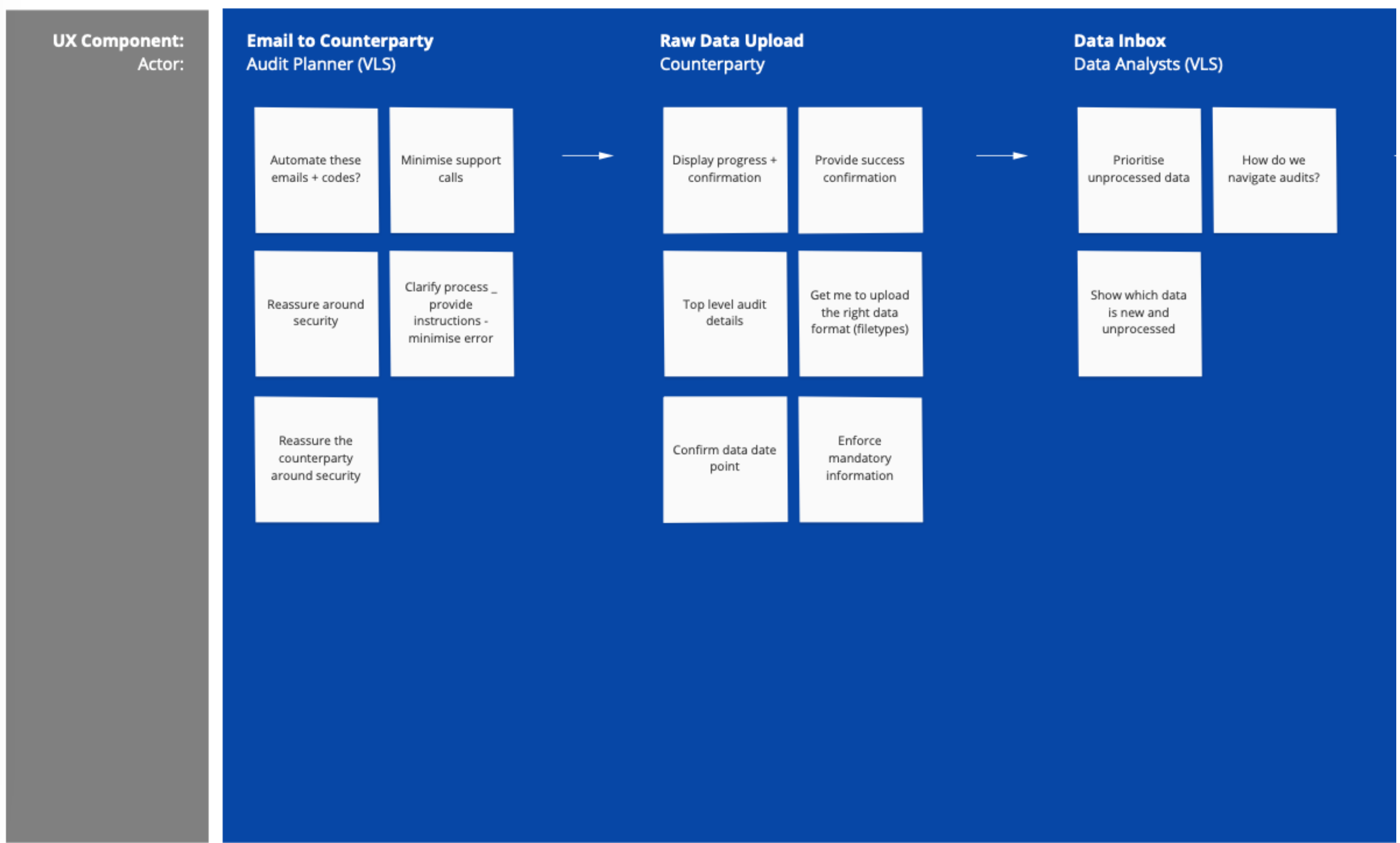
- Companies House check – Used to enable a general review of the Counterparty. Change in shareholder would be a significant change, could signify a change in funding which could be relevant.
- ICO (Information Commissions Office) – data protection public register, provides the registration number, the date registered and when it expires. Also advises what type of lender they are.
- FCA – Again they search via name and check that they hold a valid registration and more lower level detail such as the Permissions they hold. Not always a relevant check in all Audits as some may not require FCA compliance
- If they are unsure or anything else raises any suspicions, they will often check external websites to find out more detail.
- Even checking news to see if they have moved into other areas
- Leasing Life is often checked to see if they have hired someone new or people have moved on.
- Anything found out will be added to the Queries tab under Q&A to ensure he remembers to ask.

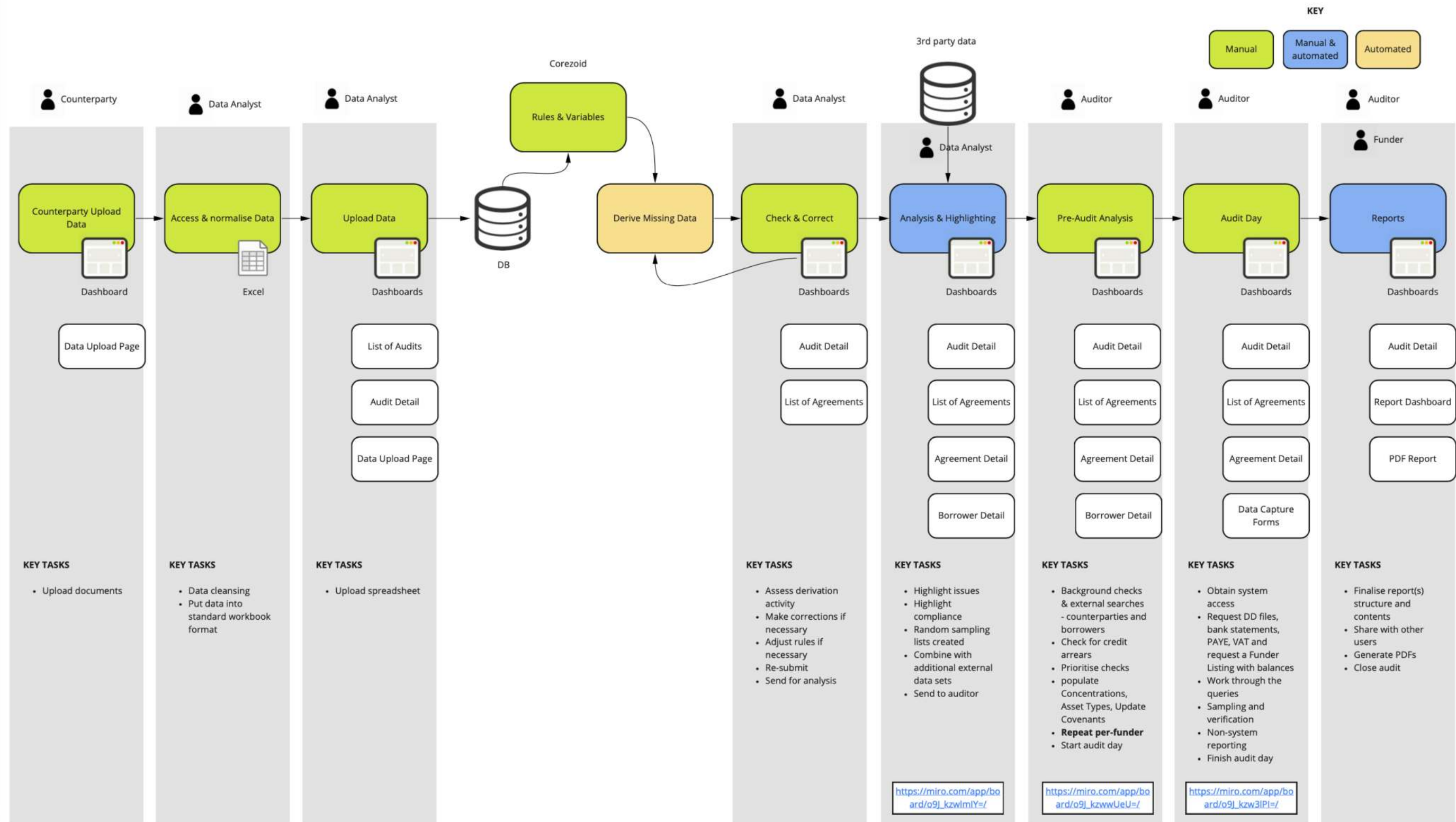




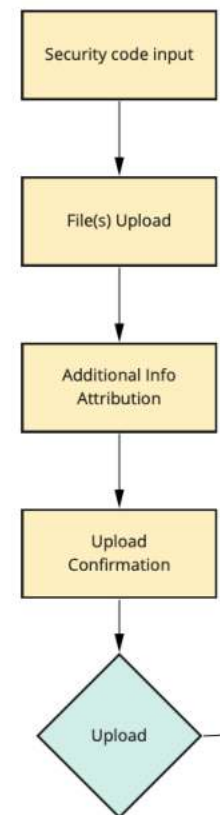


Service Blueprint

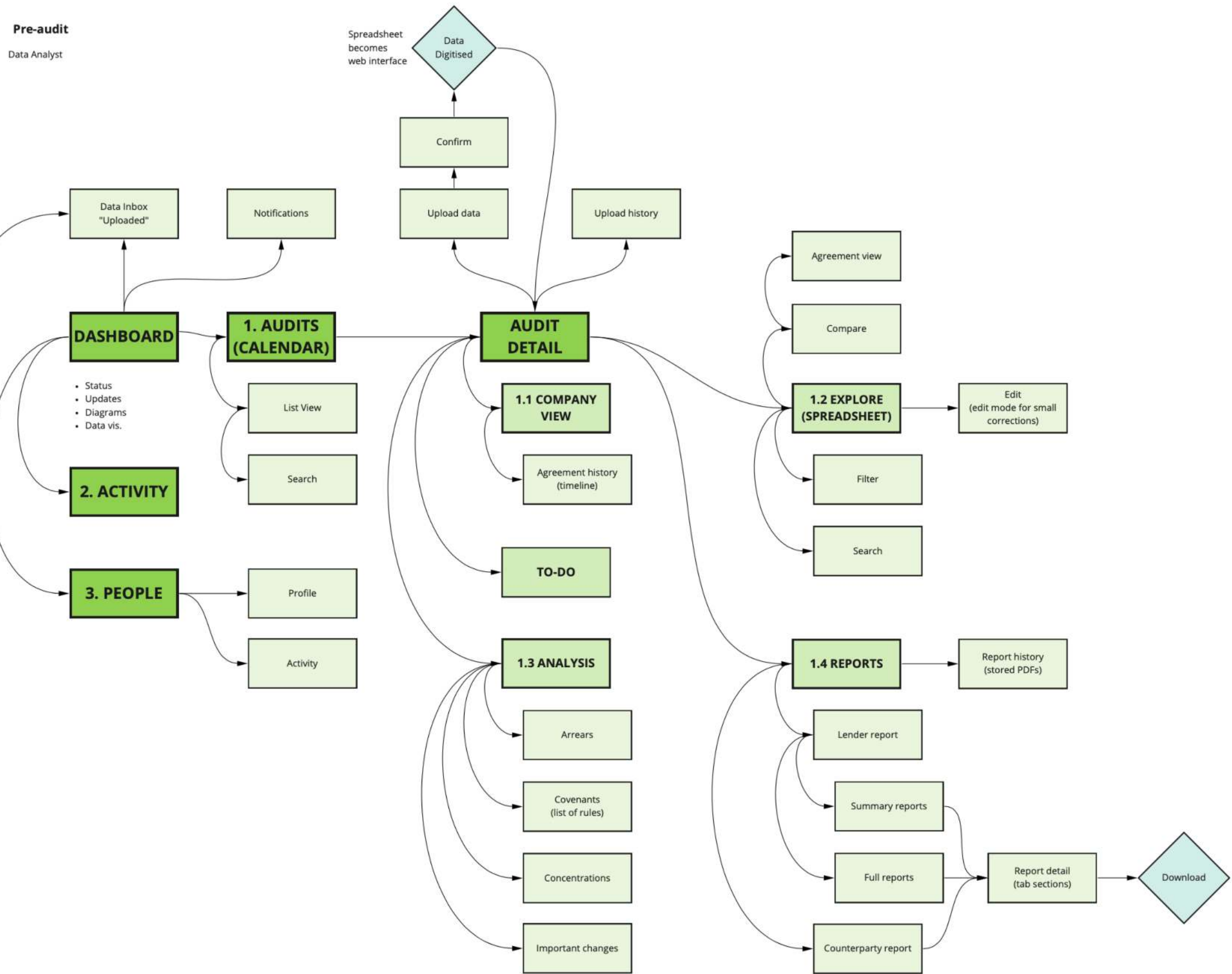




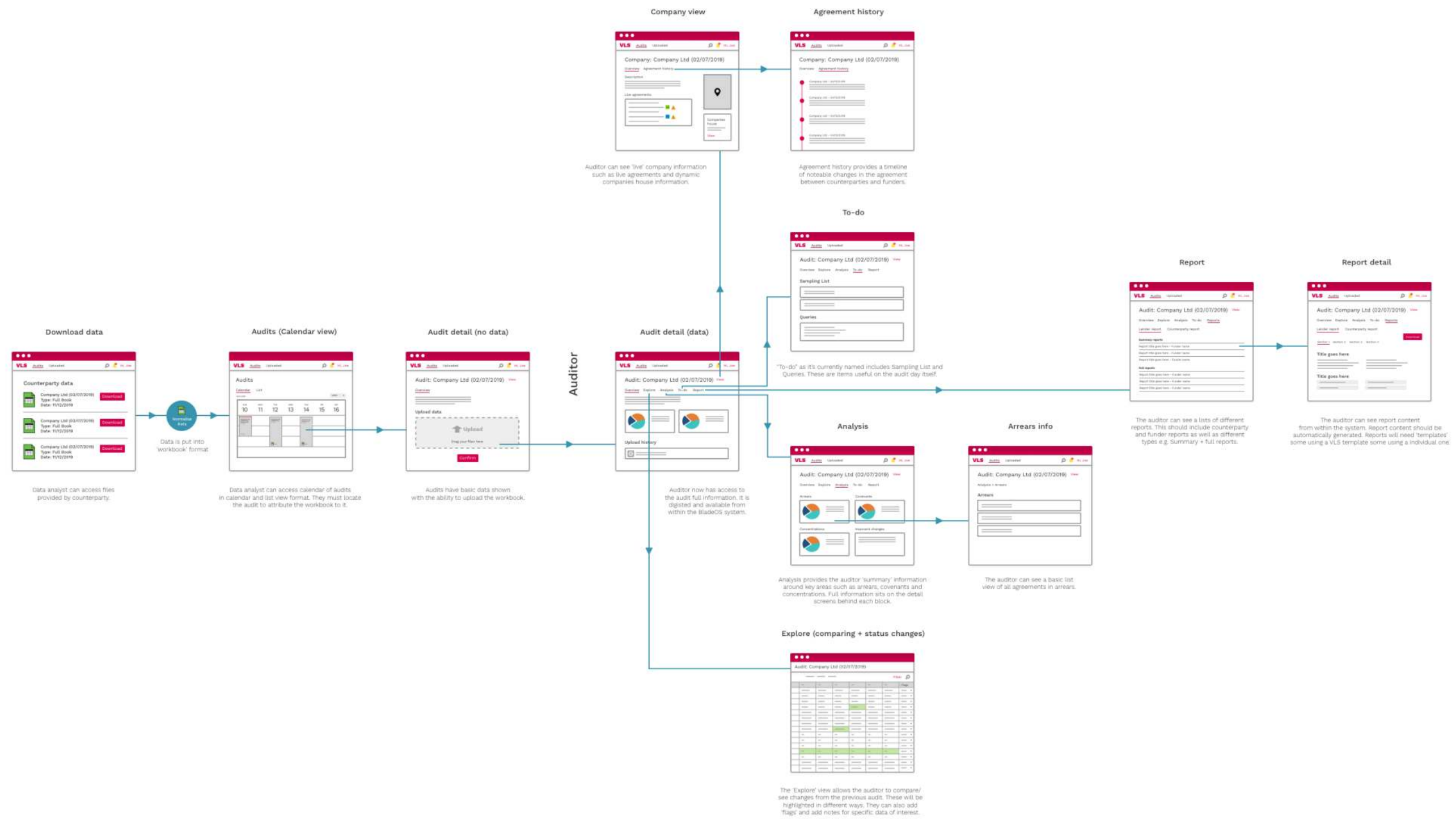
**Data preparation**  
Counterparty



**Pre-audit**  
Data Analyst









A Web Page

https://

Kingsway Ltd June 2020 Audit

Try searching for "retailer with most live agreements with month"

04/May/2020 04/May/2020

Agreements in arrears

Add filter

Agreement	Date	Customer	Status	Type	SIC	Credit	Post Code
<input type="checkbox"/> 47891800	2nd Sep 2020	John Smith	Live	Arrears	56325	CLOSEP4L	BL0 9JX
<input type="checkbox"/> 47891800	2nd Sep 2020	John Smith	Live	Arrears	56325	CLOSEP4L	BL0 9JX
<input type="checkbox"/> 47891800	2nd Sep 2020	John Smith	Live	Arrears	56325	CLOSEP4L	BL0 9JX
<input type="checkbox"/> 47891800							BL0 9JX
<input type="checkbox"/> 47891800							BL0 9JX
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<input type="checkbox"/> 47891800							BL0 9JX
<input type="checkbox"/> 47891800							BL0 9JX

Agreement highlights

#	Active	Rule Name	Condition	Column
#1	Active	Terminated agreements	Text is exactly	Status
#2	Terminated	Terminated agreements	Text is exactly	Status
#3	Active	Terminated agreements	Text is exactly	Status

Manage highlight rules

A Web Page

https://

Edge

Calendar | Audits | Counterparties | Funders | Facilities | Contacts

Admin Home Log Out

Kingsway Ltd June 2020 Audit

Manage Data Explore >

Analysis | Audit Day | Details

Audit Date 27/10/2020	Assigned Auditor Kate Fellows	Counterparty Kingsway Ltd	Audit Reference Number VLSO-00357
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Analysis

- Portfolio
- Predefined segments
- Custom segments

Total agreements <b>£21,000</b> V 20%		Total agreements value <b>£23,468,740</b> V 20%	
Covenant breaches <b>6</b> 1.25% V 20%	BADD <b>14</b> 1.25% V 20%	Drawdown <b>35</b> 1.25% V 20%	Important changes <b>4</b> 1.25% V 20%

What is the portfolio value by sector?

What is the portfolio value by sector over time?

### Portfolio Analysis

The analysis section works well. I am not sure if the explore view is different enough from analysis. This format is much more engaging than the traditional spreadsheet format that we have been using previously.

### Calendar of audits

Sean - It would be useful to show the schedule of audits that are available in Salesforce

### Making notes

Linda - At the moment we make notes outside of the app using a word document. I'd like to be able to make notes within the app against any issues that are established during the audit.

### Export Options

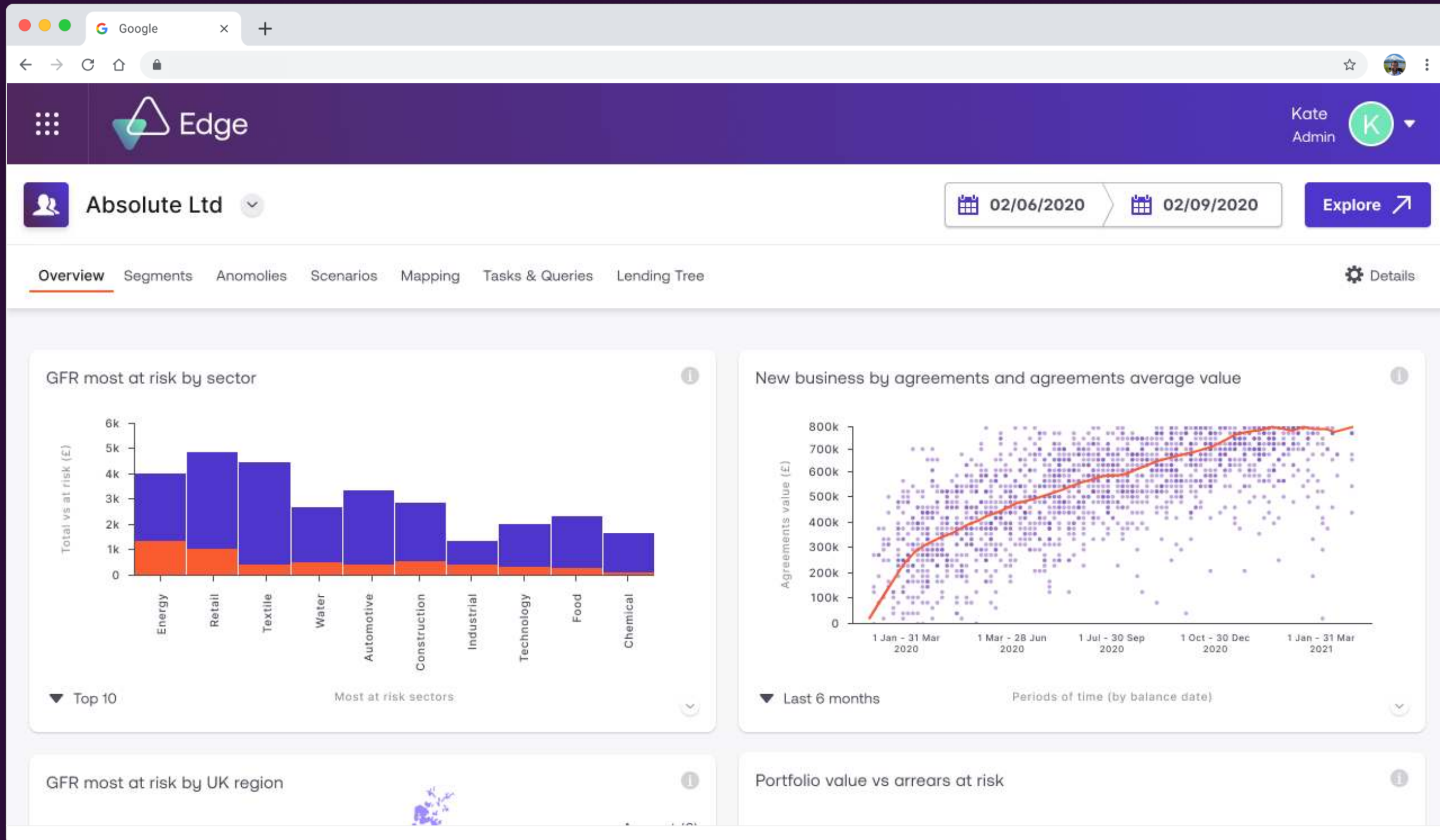
Kate - Will I be able to export the data out of the new version? we will still need the ability to share things in other ways using traditional spreadsheets.

### Custom graphs

Kate - The graphs are useful but I would need to be able to create my own. Where I can choose the data that I would like to represent.

### Custom colours in Explore View


Can we choose the colours? that way we can clearly identify certain patterns in the data and highlight them.






Google x +

Edge

Kate Admin 

Absolute Ltd 

02/06/2020 02/09/2020 [Explore](#)

Overview Segments Anomalies Scenarios Mapping Tasks & Queries Lending Tree [Details](#)

Predefined Segments

- Arrears 18
- Concentrations 4
- Important Changes 16
- BADD 6
- Drawdown 8
- Custom Segments

Agreements in arrears 18 ▲ 8.1%

Agreements in arrears value £3,567 ▲ 4.3%

Entered into arrears 6 ▲ 4.3%

Entered into arrears value £456 ▲ 4.3%


Agreements Graphs/charts


Agreements in arrears  [Export](#) [Open in Explore](#)

	AGREEMENT	BORROWER	BALANCE	???	FUNDER
<input type="checkbox"/>	478918000	REW Hotels Ltd	£3463.24	£345.24	ACME
<input type="checkbox"/>	434563242	Kub Inc	£3532.64	£643.55	LBC
<input type="checkbox"/>	3974421134	Interactive Synergy	£1242.12	£143.43	ACME

Google x +

Edge

Kate Admin 

Absolute Ltd 

02/06/2020 02/09/2020 [Explore](#)

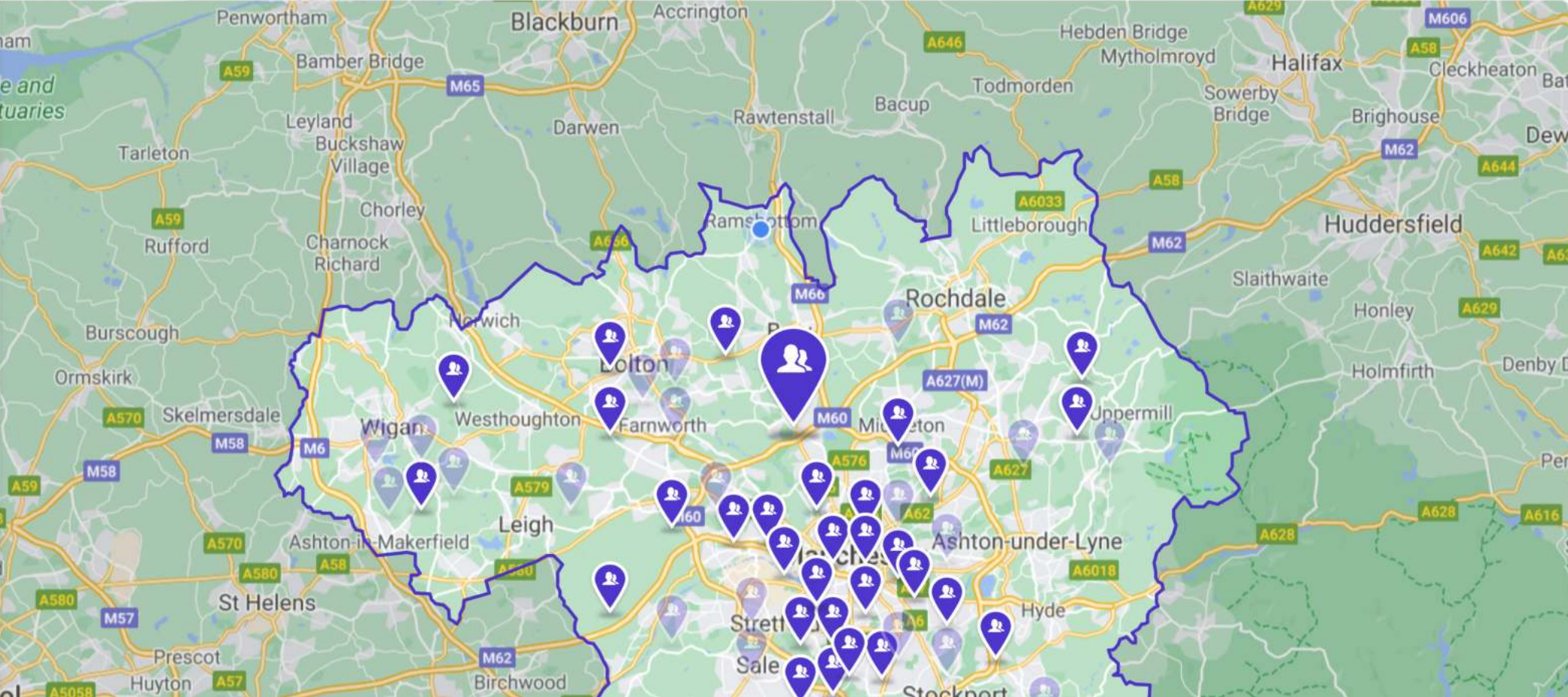
Overview Segments Anomalies Scenarios Mapping Tasks & Queries Lending Tree [Details](#)

Location: Greater Manchester

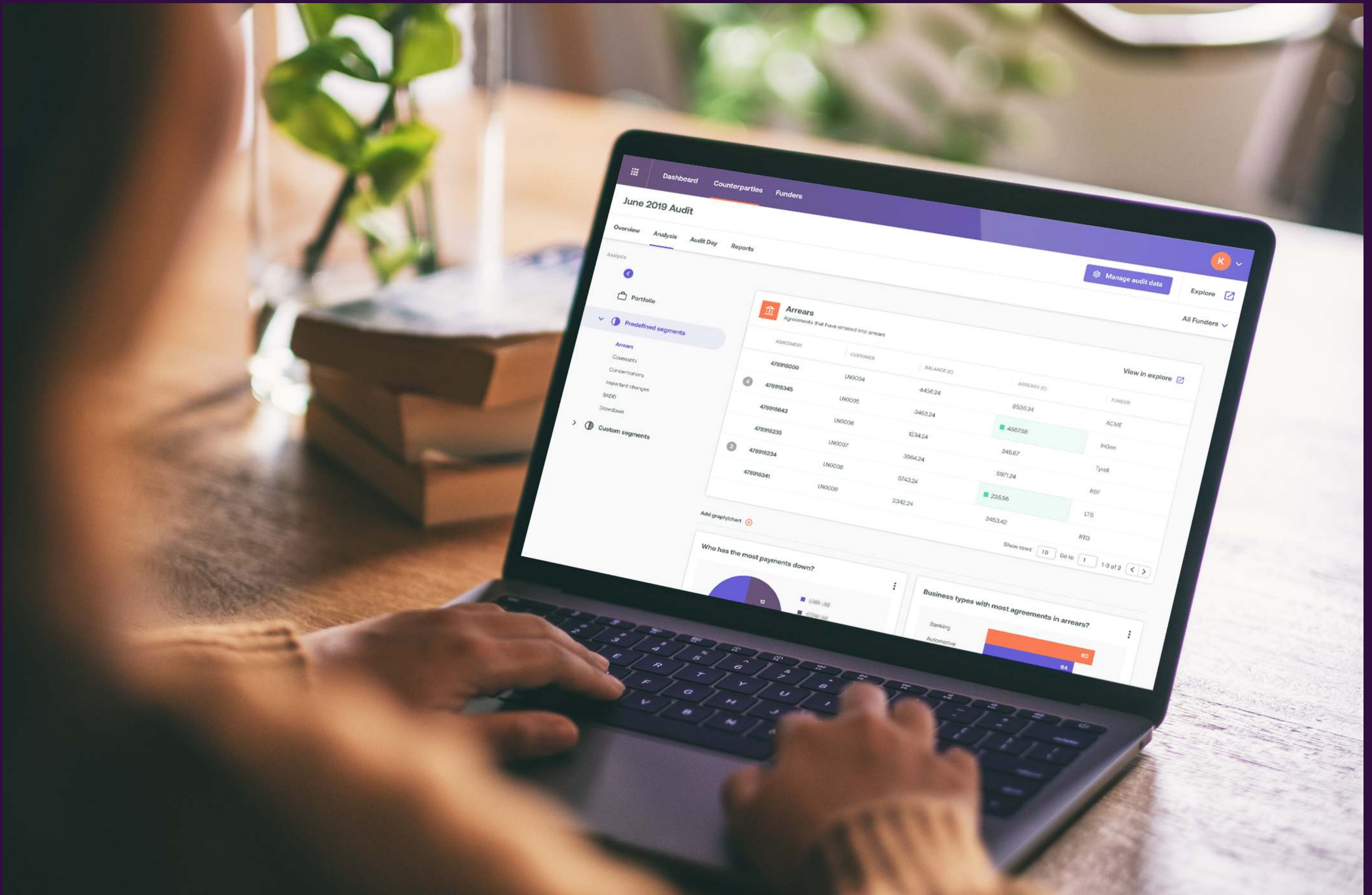
Analyse by: Sectors

Show on map:

- Education (23.4%)
- Food & Drink (23.4%)
- Construction (23.4%)
- Agriculture (23.4%)











BladeOS Banking Engine

You want a digital operations engine that will slash time and cost.

We think we've got the cutting edge.