



# SANCTION IN XX MNUTES

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Contactless Sanction Process

Dated: 26.02.2019

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## POST IN-PRINCIPLE/PRE-SANCTION PROCESS

- **Current Scenario**
  - The borrowers get the in-principle approval letter and select the branch where they want to approach for final sanction/disbursement process.
  - The branch officer (Maker/Checker), completes their own process (Let's say: Due diligence process) and provide sanction or reject the proposal of the borrowers.
- **Proposed Scenario**
  - The borrowers get the in-principle approval letter and decide
    - Whether they want to proceed with the sanction process in XX minutes? or
    - Whether get the in-principle approval letter and let the bank proceed with the sanction/disbursement process? (Similar to current scenario- Further borrowers would select the branch & branch officer would complete the process)
  - If borrowers select option 1 i.e. proceed themselves with sanction process in XX minutes, all the additional fields and uploads required for sanction process would be asked to be filled by them i.e. borrowers.

**Below is the detailed explanation of the complete process.**

### LIST OF DATA FIELDS & UPLOADS

Master/Comprehensive list of additional details & uploads required for sanctioning the proposals post in-principle journey would be provided to bankers.

- **Bank Admin Activity**
  - Bankers decide
    - The data fields and uploads to be filled by the borrowers based on size of loan amount. For Eg: Below Rs. 50 lakhs and Above Rs. 50 lakhs.
    - Bifurcation of the data fields and uploads in mandatory and non-mandatory criteria i.e. whether the data fields and uploads have to be mandatory filled by borrowers or they can be skipped.
- **List of Sample Data Field (Broad Head) & Uploads (For Complete List – Refer ANNEXURE 1)**
  - Multiple choice question's based on below criteria (**ANNEXURE 2**)
    - Technology
    - Market
    - Certification
    - Others
  - Basic Data
    - Udyog Aadhar Number
    - Achievements
  - Directors/Partners/Proprietor Details and Ownership Pattern
    - Details of Directors/Partners/Proprietor
    - Ownership Details (Promoters/Non-Promoters shareholding pattern)
    - KYC Details
  - Financial Details
    - Contingent Liabilities (If Any)
    - Cost Estimates (In case of Term Loan)

- Means of Finance (In case of Term Loan)
- Credit Rating
- Financial Summary
- Business Details
  - Associated Concern Details
  - Guarantor Details (Other than Directors/Partners/Proprietor)
  - Business Summary
  - Name of Authorized Signatories (Other than Directors/Partners/Proprietor)
- Securities Details
  - Stock Statement Details (In Case of Working Capital Loan)
  - Plant & Machinery Details (In Case of Term Loan)
  - Collateral Details (If Applicable)
- Others
  - Whether takeover involved?
  - Cheque details
- Uploads
- **Team's Involved & Responsibilities**
  - **Bank & OPL Business/Functional Team:** Finalize the additional data fields & uploads required for final sanction process.
  - **Bank & OPL IT Team:** API Integration & Development.
- **Development Time**
  - **XXXX Days**

## ADDITIONAL RULE ENGINE CRITERIA

Bankers would be provided option to have an alternate rule engine criterion over and above the in-principle rule engine criteria for final sanction process.

- **Bank Admin Activity**
  - Bank admin set below parameters
    - Matching
    - Scoring
    - Loan Amount Assessment Model

**Note:** All the above criteria can be set based on the additional data fields and uploads required from the borrowers for final sanction process.

- **Team's Involved & Responsibilities**
  - **Bank & OPL Business/Functional Team:** Finalize the additional rule engine criteria.
  - **Bank & OPL IT Team:** API Integration & Development.
- **Development Time**
  - **XXXX Days**

## DE-DUPE CHECK

To check the duplication of data i.e. between OPL and the Bank Database and the fraud check among the Entity or the Directors/Partners/Proprietor de-dupe check is required.

- **List of De-Dupe Check (Entity or Directors/Partners/Proprietor)**
  - Hunter Fraud Check
  - RBI Defaulter/Findings
  - ITR Defaulter
  - MCA Defaulter
  - IBA Defaulter
  - SFIO Shell Companies
  - Adverse News
  - Internal bank Defaulter/Blacklisted/Historical Database
  - Any other Negative Listed Database
- **All the above De-Dupe Check can be either done through**
  - Internal bank database De-Dupe
  - External 3<sup>rd</sup> Parties who provide access to such database.
- **Team's Involved & Responsibilities**
  - **Bank & OPL Business/Functional Team:** Whether to use 3<sup>rd</sup> party database or bank internal de-dupe check and any other negative checks required.
  - **Bank & OPL IT Team:** API Integration & Development.
- **Development Time**
  - XXXX Days

## DISCLAIMER TO BE SHOWN TO BORROWERS

There are few disclaimers which need to be shown to the borrowers before providing final sanction.

- **2<sup>nd</sup> Bureau Ping:** In the current process for marketplace borrower's proposal, bureau ping happens in the name of SIDBI. If the bank requires 2<sup>nd</sup> ping in the name of their own bank, then need to intimate the same to the borrowers.
- **Certain Terms & Condition/Subject To**
  - Value of Collateral Securities i.e. The amount disclosed by borrowers has to be in par with the actual valuation.
  - Clear Title Search Report for the Collateral Securities.
  - Legitimate Additional Data Fields and Uploads

## SANCTION LETTER TO BE ISSUED TO BORROWERS

Based on the data made available by borrowers and the additional rule engine criteria check, the borrowers would be provided final sanction letter - **Annexure 3**.

- **Team's Involved & Responsibilities**
  - **Bank Business/Functional Team:** Need to provide the additional T&C to be mentioned in the sanction letter.

## POST SANCTION/PRE DISBURSEMENT PROCESS

### INDICATIVE DOCUMENTS AVAILABLE

Based on the details provided by the borrower and the additional rule engine check (if any) of the banker, below documents would be made available to the bankers – **Annexure 4**

- **Prelim CAM report (In-Principle Journey)**
- **Final CAM Report (Sanction Journey)**
- **CMA Report**
- **Bureau Report (Individual and Commercial report)**
- **All Uploaded Documents**

### PRE-DISBURSEMENT PROCESS

The loans provided through OPL can be either with collateral or without collateral. Below is the detailed explanation for the same.

- **Collateral Free Loan**
  - Change the details fetched from OPL and recheck all the parameters or,
  - Complete the disbursement process.
- **Collateral Loan**
  - Title Search Report
  - Valuation Report
  - Site Visit & Due Diligence Report

In 1<sup>st</sup> Phase for collateral loan, all the activities have to be conducted by the bankers. The same process can be automated in 2<sup>nd</sup> phase.

## **LIST OF ANNEXURES**

**Annexure 1:** List of Data Fields & Uploads

**Annexure 2:** Multiple Choice Question

**Annexure 3:** Sanction letter to be issued to borrowers

**Annexure 4:** Indicative documents available for download post sanction

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# THANK YOU

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