



NEWS

TCI Introduces DecisionLender 4 Cross Sell Module

Lenders Can Increase Wallet Share by Offering Complementary products to Customers in Real-time

Islandia, NY, August 15, 2017 –Teledata Communications Inc. (TCI) (www.tcticredit.com), a provider of loan origination solutions for credit unions, banks and finance companies, today unveiled the DecisionLender 4 Cross Sell Module, a solution that allows lenders to automatically qualify customers for other relevant products and services during the loan approval process. Through the module, lenders can offer an array of products, such as credit cards, loan refinancing, and lines of credit. The feature is suitable for direct, indirect and online lenders, and has a user interface that is compatible with desktop, tablets, and smartphones.

Integrated directly into TCI's DecisionLender 4 loan origination platform, the Cross Sell module uses a combination of loan application data and information collected from third party big data repositories to check credit in real-time and ensure consumers are eligible for additional products. The module can run data against multiple products simultaneously, increasing efficiency for underwriters, and maximizing revenue opportunities for lenders. In addition, it

can be configured to introduce a hierarchy of **offers based upon the applicant's profile and promotional opportunities**, such as offering credit cards based on good credit, or providing refinancing options to existing loans.

"The Cross Sell module extends the value of DecisionLender 4 by providing the nexus where data meets opportunity," said Barry Kirby II, vice president of sales for TCI. **"Through the module, lenders can automatically qualify customers for additional products, and cost-effectively increase wallet share. We believe this new feature can have an immediate and long-lasting impact on every lender that is looking to increase revenue."**

To learn more about the DecisionLender 4 Cross Sell Module, visit www.tcticredit.com.

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ABOUT TELEDATA COMMUNICATIONS, INC.

Founded in 1982, Teledata Communications, Inc. (TCI) is a leading provider of software-as-a-service (SaaS) loan origination solutions for credit unions, banks, and finance companies. TCI's automated solutions enable lenders to substantially reduce costs, improve workflows, and adhere to security and compliance mandates. TCI's latest solution, DecisionLender 4, features a flexible, modular architecture which online and traditional lenders can configure to address their specific lending criteria and workflows. As authorities in the lending marketplace, TCI's solutions have been adopted by nearly five hundred lenders across a number of sectors, including automobile finance, power sports, lifestyle, appliances, and other consumer-facing industries. www.tcticredit.com.