

Leads from Multiple Partners are Now Consolidated in One Platform



LendingPoint

LendingPoint is an Atlanta-based online direct loan provider established in 2014. The company has an A- rating with the Bank Board Bureau. It offers fast personal loans at reasonable rates to consumers with fair Credit.

Business Problem

LendingPoint needed a solution to manage loan applications sourced from multiple partners and direct customers, through web and mobile portals. The lack of communication and information sharing between different teams created

- Inefficient processes
- Missed opportunities
- Frustrating customer experience
- Scattered information
- Difficulty in data updates
- Erroneous stats on time management

Trantor solution

Customized solution to amalgamate all the leads from different partners under one platform.

- Used Java Spring MVC Framework to develop REST APIs by consuming Salesforce SOAP APIs allowing customers and multiple partners to apply for loan using the same through the same portal
- Used the WSDL (Web Services Description Language) to provide 360-degree view of customer information
- Spring oauth2 authentication securing APIs
- Used Mulesoft as an ESB framework
- Used HTTPS TLS 1.1 for securing application
- Using Postman client to send and get(verify) response for Rest APIs
- Sonar Qube integrated in the IDE and MUnit framework integrated with Mulesoft Anypoint Studio framework
- JMeter tool used to perform load testing on API's

Project Goal

- Merging loan applications from various accounts and customers
- Centralizing account information, customer contacts, opportunities, and action plans
- Report generation for won, lost and opportunities in pipeline
- Information sharing between teams on the floor and on the field

Overall Outcome

- 35 percent reduction in cost of customer acquisition
- 4x Speedier execution of administrative tasks

Technologies used:

- SFDC
- JAVA
- REST APIs
- Spring
- OAuth 2.0

“Trantor team took the time and effort to understand our processes. They were able to map their industry knowledge to our specific requirements and came up with a solution that has been instrumental in transforming our Sales Operations”

- *Sales Director, LendingPoint*

About Trantor

Trantor delivers innovative technology solutions, which enable our clients to achieve their business objectives at reduced cost. With expertise in both Cloud-based and traditional applications, we understand all aspects and challenges of software development from product and feature definition to core product development and QA, deployment, and ongoing maintenance. Our deep experience in fintech, ecommerce, captive centers, and custom software development is unparalleled.

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