



Success Story

Accord Financial Uses AXIS by AIO Logic to Centralize Loan Management



ABOUT ACCORD FINANCIAL

For over 40 years, Accord Financial has leveraged their unique combination of financial strength, deep experience, and independent thinking to craft versatile financing solutions for small and medium-sized enterprises in transition. Accord Financial is a multinational lender operating four divisions in two countries. Additionally, Accord offers a broad range of loan types including ABL, Factoring, Term Loans, Equipment Leases, and revolving facilities.

THE CHALLENGE

The success that Accord Financial had achieved over the previous 40 years presented some unforeseen challenges that stemmed from the impressive size and scope of their business operation. A key source of challenges was their use of multiple software products, in addition to spreadsheets and emails, within each of their business divisions. This created many challenges including a lack of centralization and timely reporting across the organization. The team at Accord knew that in order to solve this problem, they would need a powerful system that was capable of handling their diverse loan portfolio.

THE SOLUTION

During the initial discussions between Accord Financial and AIO Logic, the Accord team laid out where they've been, where they wanted to go, and the challenges they were facing. Since those initial discussions, Accord Financial has fully implemented AXIS by AIO Logic across all four business divisions and have been impressed by how thoroughly the platform has solved their challenges.

As a true end-to-end platform built specifically for commercial lending, AXIS has native handling for every commercial loan structure. For Accord Financial, this meant that they would be able to manage all of their loan products and divisions on a single platform, thus eliminating the need for multiple systems and manual processes. As a result, Accord Financial has seen substantial increases in efficiency, thanks to the powerful automations built into AXIS at every stage of the loan lifecycle.

Since implementing AXIS by AIO Logic, the team at Accord Financial has enjoyed the enhanced efficiency that results from automations built into AXIS all across the loan process, from origination to analytics. For example, thanks to AXIS, Accord Financial has been able to automate loan scoring for their SMB loans. Using the Financial Spreading and Analytics features in AXIS, the team at Accord saves time by allowing our platform to automatically perform vertical, horizontal, and trend analysis in order to calculate 42 financial ratios and score borrower financial health.

Additionally, since all divisions and loan products were now managed on a single platform, Accord could utilize AXIS's unprecedented reporting automation to produce real-time, organization-wide reports in multiple currencies. While AXIS offers 61 reports and dashboards out-of-the-box, users can also utilize the Cockpits section of AXIS, which is customized with role and organization specific dashboards. The Cockpits section for each organization and role are customized to requested specifications during the onboarding process. Furthermore, custom reports can be built for any data that is contained within AXIS.

THE RESULT

The implementation of AXIS by AIO Logic has eliminated Accord Financial's need for multiple systems. As a result, Accord can now handle the requirements of all four business divisions in a single system, allowing them to centralize organization-wide data and produce real-time portfolio reporting. Utilizing a single platform for the entire organization has also allowed Accord to optimize their operations, which has led to substantial increases in efficiency and reductions in costs associated with loan management.

“ We had been using multiple platforms but could not get the functionality we were looking for. AIO AXIS is the only platform we have seen that can handle the unique processes of each unit, and the functionality, analytics, and intelligence across all units. ”