

## United Trust Bank's Online Bridging Portal Adds Value to Regulated and Non-Regulated Property Loans

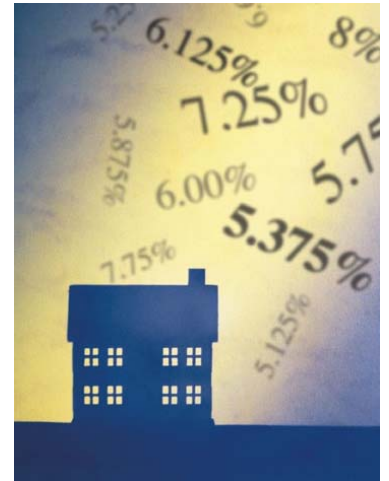
### *Linksfeld Technologies chosen to build Bridging Portal*

United Trust Bank (UTB) helps many homeowners and property developers every year with short term bridging loans for residential property. By introducing a new online portal aimed at borrowers as well as the increasing number of mortgage brokers and IFAs seeking residential short-term bridging loans for their clients, UTB is one of the few companies in the UK to offer applications for both regulated and non-regulated loans through an online environment. UTB turned to Linksfeld Technologies to build a Bridging Portal – a secure web portal that provides brokers with Key Facts Illustrations and documentation, accurate indicative offers and APRs—with decisions in principle within minutes.

“Offering both regulated and non-regulated loans means that UTB's approvals and compliance regulations are well defined and exact,” says Larry Shapiro, Director of Linksfeld Technologies. “We built the UTB Bridging Portal on a secure platform for online approvals for both kinds of loans, adding many features to not only enhance the UTB offering but that appeal to users, both borrowers and intermediaries, in a seamless way.”

When the user enters the Bridging Portal via UTB's website, [www.utbank.co.uk](http://www.utbank.co.uk), they experience a seamless transition to a secure site for submitting a loan application online, as the Linksfeld-built portal is 'skinned' to UTB's branding. The UTB Bridging Portal asks the user a range of questions to determine if the loan required is regulated or non-regulated, and then prompts the user with further questions for populating data fields in the appropriate application form. All checks and validations on the application form, including calculations of fees, valuations, legal costs, loan to value and contact information of the borrower, are entered automatically and then processed by UTB in real-time.

The Linksfeld solution also accommodates UTB's system for using various templates for compliance documents such as Heads of Terms (HOT) for non-regulated loans and Key Facts Illustrations (KFI) for regulated loans. With UTB's Bridging Portal, both borrowers and intermediaries have these compliance documents created automatically according to the specific criteria they enter in their application online, giving them



**“UTB's goal is to use the Bridging Portal not just for KFI's but to leverage from a unified approach to offering both regulated and unregulated property loans.”**

*Harley Kagan,  
Executive Director at  
United Trust Bank*

immediately accurate documentation. Furthermore, because the UTB portal is web-based, brokers can track the progress of an application at a time that suits them.

Case Administrators at UTB handle all the approvals and compliance issues surrounding an Offer Letter. With the Linksfeld/UTB online solution Case Administrators can easily and quickly grant approvals for Offer Letters as the system captures the fee structure that is unique to each client, automatically calculating the various parameters of the APR, percentage of loan to value, absolute value and fee structures. Within the system are 'intelligent templates' that Linksfeld created uniquely for UTB, embedded with formulae for minimum and maximum parameters for each loan offer. The Offer Letter merges all this information into a PDF document that the Case Administrator prints, approves and then sends to the borrower and/or the Intermediaries. As the Case Administrator uses the original data keyed in by the user online, they can focus on offering the best possible loan to the customer in a convenient and time efficient manner, instead of having to re-key information between systems.

For the first time, borrowers with UTB bridging loan applications can also track their loan applications online within the UTB system, identifying where their application is at any point in time. When faced with urgent deadlines, borrowers who need to know how quickly their loan will be approved can be saved the inconvenience of tracking their application process by telephone calls.

Intermediaries also benefit from using the UTB Bridging Portal. The convenience of having a real-time, always available site to get HOTs and KFIs for customers adds to the speed of delivery advantage that UTB brings to its short-term property loan products.

The UTB Bridging Portal has a number of complex reports that Case Administrators and Intermediaries can request to analyse loans on offer and other information. The Bridging Portal also allows System Administrators to control and update settings so that fees, change of interest rates, etc can all be updated as soon as needed. For more information on United Trust Bank and their online Bridging Portal, please visit [www.utbank.co.uk](http://www.utbank.co.uk).



**“Bringing together our regulated and non-regulated bridging loan applications into our Bridging Portal aligns UTB better with how people are sourcing financial information and products via the internet. As the market changes quickly offering our customers and brokers a 24/7 solution can make a real difference to them, and to us.”**

*Roger Tidyman,  
Managing Director, UTB*

#### **About Linksfeld Technologies**

Founded in 1999, Linksfeld Technologies Ltd is a leading UK technology consultancy and services company based in London. Its principals and team have the necessary blend of solid technology expertise, operational experience and commercial proficiency to advise organisations how best to make use of the constantly proliferating set of technologies, balancing efficiency with cost and value. In addition, the Linksfeld team has a wealth of experience delivering software solutions in the financial services space. Clients include household names in both the private and public sectors, including Bupa, Co-op, Debenhams, GE Life, IBM, NatWest, Thomson, Unisys, the Department for Education and Skills and the Home Office. Linksfeld is a Microsoft Certified Partner in competencies for Custom Development Solutions and Business Process and Integration Solutions.

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