



## Lien Solutions

# Protect Your Lien Portfolio

In-house Uniform Commercial Code (UCC)-search programs face complications at every turn. Unexpected changes to UCC filing data, modifications to debtor information, filing errors, and inaccurate terminations can compromise your lien holder status and priority position. It's time to manage the complexity to get protected and stay perfected.

### Are You Protected?

From the first day a lien is filed, a complicated process begins that continues through the entire life cycle of the lien. Debtor information can be modified or companies can change names.

Additional funding is acquired and new liens are filed. At any time, a company can be faced with tax liens, litigation, or financial judgments.

The health of a lien is only as strong as its ongoing due diligence.

### Protect Your Lien Portfolio

To obtain perfection – and just as importantly, to maintain it –requires an understanding of which filings are needed and when. The right strategy of active portfolio management can ensure that a lender enjoys the full benefits of perfection and avoids financial risks.

A comprehensive and portfolio management solution will make you more prepared to act on the activity that is sure to follow a filing. With the right tool set, you can proactively protect your investments and make your organization more secure and profitable than ever before.

### Effective lien management

- Supports business expansion and M&A activities.
- Enables the ability to pass audits.
- Helps companies stay lean, cost effective and error-free.
- Increases operational efficiency across enterprises.
- Delivers superior customer experience and quick turn-around times for borrowers
- Allows you to benchmark comparatively to your peers in order to remain relevant to and gain new market share



## Are you sure you are protected? And stay protected?

### Common examples of changes that can affect lien perfection and impact your position:

1. Noncompliant debtor name is used for filing
2. Borrowers' pre-existent liens not discovered prior to loan approval
3. Liens filed in the wrong jurisdiction by mistake
4. Invalid termination of your UCCs
5. UCC amendments are NOT filed when debtor name changes
6. Liens inadvertently expired without notice
7. Debtors' good business standing changed, unbeknownst to the lender
8. Other adverse events, such as tax liens or bankruptcy, occur to the debtor's business after the loan is issued



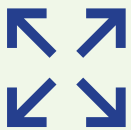
## Do you have the expertise needed to manage the complexity?

1. Presence in multiple jurisdictions
2. The trickiness of UCC search
3. The new lending area and the unknown risks
4. Visibility into the adverse changes with debtors
5. Changing laws, fees or lending regulations



## Do you prefer a holistic tool, where you can see your entire portfolio and manage all your UCC lien activities all in one place?

1. Do you have to go to different Secretaries of State websites to search and file?
2. Do you have to manually create rules and templates for each jurisdiction where you file?
3. Do you have to follow up with your Secretaries of State to confirm the filing status?
4. Do you have to re-key data in your file and search history in your internal tickler system?
5. Do you have to search your portfolio periodically to capture any potential adverse changes of your debtor?
6. Do you worry you may forget to file a UCC-3 in when it expires?
7. Do you have to contact different departments within the Secretary of State for ordering Articles of Incorporations, Certificates of Good Standing, and more?
8. Do you have to make payment frequently to different Secretaries of State for jurisdiction fees?
9. Does cutting manual checks manually take extra time and effort?
10. Do you have to get contracts renegotiated and budget approvals for multiple vendors annually?



## As your bank is growing is your current workflow scalable to support the business need?

1. How many checks do you need to cut to secretary states for jurisdiction fees per month?
2. How much time do you spend on manual data entry?
3. Are you manually saving the filing acknowledgements, images and search history?
4. Is there an easier way to file UCC continuation?
5. How many offices you that manage have interest in lien portfolio? Do they have real time access to the information they are interested in?
6. How quickly and easily can you report on the health of your lien portfolio
7. How quickly can someone create reports on the filing portfolio and costs associated with secured lending?