

## **CRE Data Management Best Practices -** **CREInsight™ Benefits Comparison**

This brief guide highlights the benefits of using CREInsight™ as compared with other commonly attempted CRE data management solutions.

### CREInsight™ vs. a Spreadsheet-based solution

- CREInsight™ security is built-in. Only assigned administrators can control core data imports and exports, delete borrowers, manipulate standard descriptions and codes. The application includes audit logs and reports to document data imports and session activity. The database is stored on a backed up shared drive, not a local workstation.
- CREInsight™ ensures the integrity of the bank's system of record, while allowing only CRE-specific data to be changed. Example: Commitment and Bank Owned Balance for participated loans may be modified, but those values for non-participated loans may not. Other fields from the core accounting system can be restricted from change at the bank's option.
- CREInsight™ has fifteen standard reports already designed and formatted for compliance with the new Guidance. Similar reports must be manually created in a Spreadsheet solution, and constantly maintained as changes are made to the workbooks.
- CREInsight™ uses customizable picklists and drag and drop data entry and correction functions to speed data updates and eliminate manual errors and mis-codings

### CREInsight™ vs. using core loan system User Defined Fields ("UDF's")

- The number of different UDF's required to support the guidance may not be available for Credit use
- UDF's are not always available for queries, extracts and reports. If they are, custom programming is often required to access them readily.
- UDF's are not set up to validate the bank's data. Usually they are free text fields, permitting entry of any data, without checking against lists of permitted values, or rules. When errors are not screened bad data can be created which can result in misleading reporting.

### CREInsight™ vs. internally built Database applications

- CREInsight™ is specifically built to collect, validate, store, and generate history on the CRE data you need to support the Guidance. It also includes reports to help you comply with the Guidance. ABA's banking experts and sponsor bank clients have built an easy to use and supported system that could take months to build internally – if you have the resources.
- CREInsight™ is designed to protect and deliver your CRE data as a true corporate asset. Using our Data Import Wizard, you protect your core data as your system of record, and create a secure repository for CRE data. You can clearly demonstrate for regulators and the board that you are proactively managing your CRE portfolio in a centralized, auditable and effective manner.

### CRE DATA MANAGEMENT SUMMARY GRID

Solution Alternative	Security and Audit Capabilities	Time to Build and implement	Degree of Manual Effort to Maintain
Spreadsheets	Minimal or None.	Lengthy set up, testing, report formatting and manual data entry.	Significant manual entry and clean up each month, time consuming and error prone.
Core UDF's	Depending on core system capabilities and accessibility to Credit Staff can be none, minimal or basic.	Depends on UDF field availability, accessibility to Credit staff maintenance and extract/reporting capabilities.	Manual effort to maintain. May or may not have edits and controls to insure data field integrity.
Internal Database	Minimal or None. Can be programmed in with extensive effort.	Can take months to design and refine depending on IT and credit resource availability.	Requires some manual entry, may not have edits and error checking or predefined reporting.
<b>CREInsight™</b>	Database secured and access logged. Profiles restrict capabilities to administrators as appropriate.	Ready to install and use in one day. Implementation assistance, training and remote support provided by ABA. Best practice reports included.	Monthly download from Core is automated, all CRE data rolled forward automatically, new loans can be updated using approved categories.

#### *About Ardmore Banking Advisors, Inc:*

Ardmore Banking Advisors, Inc. has served over 100 financial institutions for nearly 16 years. Our company was founded by, and is staffed by, successful former Senior Bank Officers and Senior Bank Regulators.

Our mission is to act as strategic advisors to financial institutions. Today we serve clients in multiple states including national finance companies, regional and community banks. We are uniquely positioned to help financial institutions of all sizes with effective credit and risk portfolio management solutions.

Please contact Peter Cherpack, Vice President of Ardmore Banking Advisors, Inc. [plcherpack@ardmoreadvisors.com](mailto:plcherpack@ardmoreadvisors.com) (610) – 649-4643 for more information on how to become a **CREInsight** early adopter bank and take advantage of discounted implementation costs. Put your bank ahead of the curve on the CRE Guidance and demonstrate control of your CRE portfolio for regulators and the board now.