

## PRODUCT OVERVIEW

# The world's leading sales and negotiation solution for commercial banks.

Banks aren't giving their front-line relationship managers the tools and insights they need to deliver a customer experience that separates them from the competition. They're often winning deals that are actually bad for the bank's portfolio or losing deals that then result in lost relationships.

## We are modernizing banking.

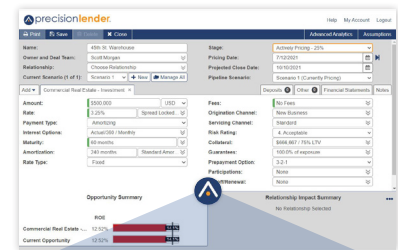
PrecisionLender software empowers bankers with actionable, in-the-moment insights and coaching, so they can structure, price and negotiate winning deals. The result is stronger, more profitable relationships, for both the relationship manager and the bank.

## Insights that lead to action.

Banks have enormous amounts of data they use to generate insights, but they struggle to turn this into meaningful action. PrecisionLender helps banks take this critical final step, thanks to Andi®.

Andi is PrecisionLender's intelligent virtual analyst. She augments bankers' strengths with the latest technology and data, delivering recommendations on different structures and tactics, while the deal is being priced.

It's about delivering the right information to the right banker, at the right time.



 A notification card from Andi, the virtual analyst. The card has a blue header with a bell icon and a speech bubble icon. The main content is a list of suggestions to reach a target:
 

- Here are ways to reach the target:
- Increase the Initial Rate by 14 bps
- Add \$4,673 to the Initial Fees
- Add 0.623% to the Initial Fees
- Decrease amount to achieve an LTV of 70%
- Reduce Maturity to 55 months
- Adding \$127K of Commercial DDA reaches opportunity target
- Market Pricing:
- Increase Rate by 10 bps to reach 75th percentile
- Learn More

 At the bottom of the card, there is a search bar with the text 'Ask a question' and a blue arrow icon.

Andi®, our virtual insights analyst suggests ways for bankers to make a deal work.

## With Q2 PrecisionLender you can...

### Grow Relationships

Q2 PrecisionLender empowers bankers with ways to make deals work, beyond just rate and term. They can see the relative value of every deal point to the bank, helping them confidently address each term relative to the client.

### Increase Profitability

Now you can know the real value of each relationship and understand the true impact of winning or losing each deal. Q2 PrecisionLender also gives bankers multiple non-credit ways to expand those relationships.

### Strengthen Your Tech Ecosystem

Q2 PrecisionLender integrates seamlessly with banks' existing systems and makes the technology it touches even more powerful through the information it shares.



We're no longer just talking about this loan or that loan. We're talking about relationships and customers.



Andy Max  
Managing Director,  
First National Bank of Omaha

Q2 PrecisionLender, is a part of Q2 Catalyst, a suite of best-in-class commercial banking solutions. Q2 PrecisionLender is a sales and negotiation solution used by more than 26,000 bankers at financial institutions of all sizes, including some of the largest banks in the U.S. Its intelligent virtual analyst, Andi®, empowers client relationship managers with actionable, real-time insights and coaching to structure, price and negotiate better deals, while also building stronger and more profitable relationships. By augmenting bankers' strengths with the latest technology and data, Andi delivers recommendations on different structures and tactics while the deal is being priced and negotiated.


To learn more about how Q2 PrecisionLender can help you modernize your commercial banking, visit [precisionlender.com](https://precisionlender.com).

## Proven Client Success

Q2's PrecisionLender Clients outperform their peers in all of these annual metrics.\*

 **250 Bps**  
Higher Deposit Growth

 **24 Bps**  
Higher Net Interest Margin

 **41%**  
Lower Net Charge-Off Rate

 **18%+**  
Higher Commercial Loan Growth

\*Based on FDIC numbers calculated year-over-year, from June 2022 – June 2023