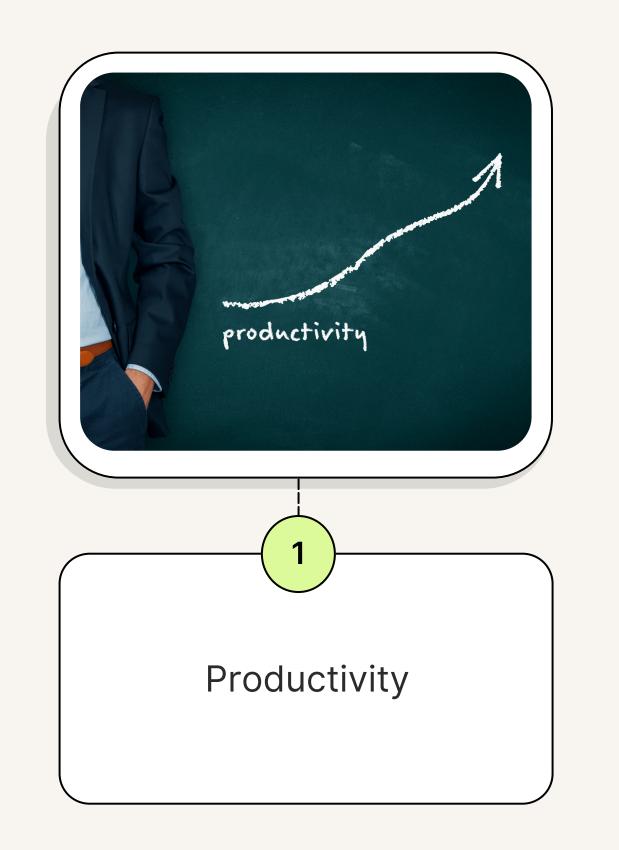
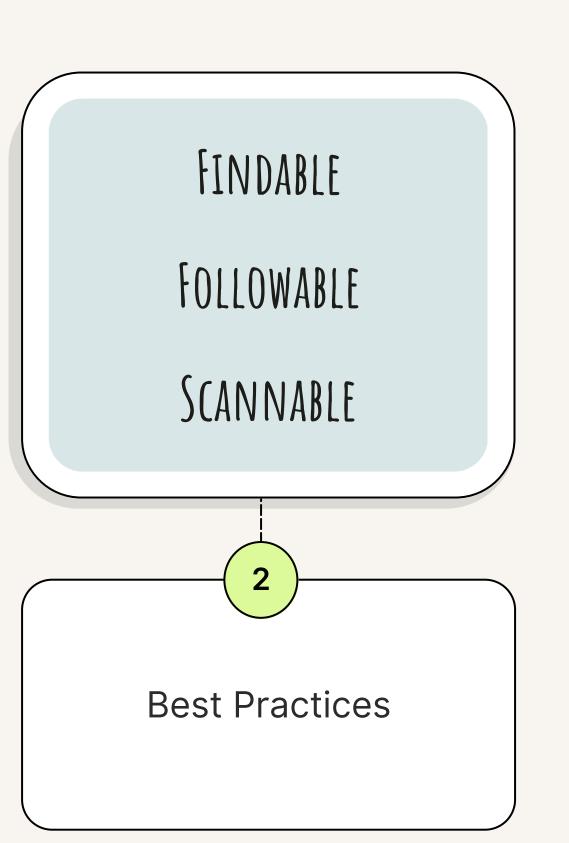
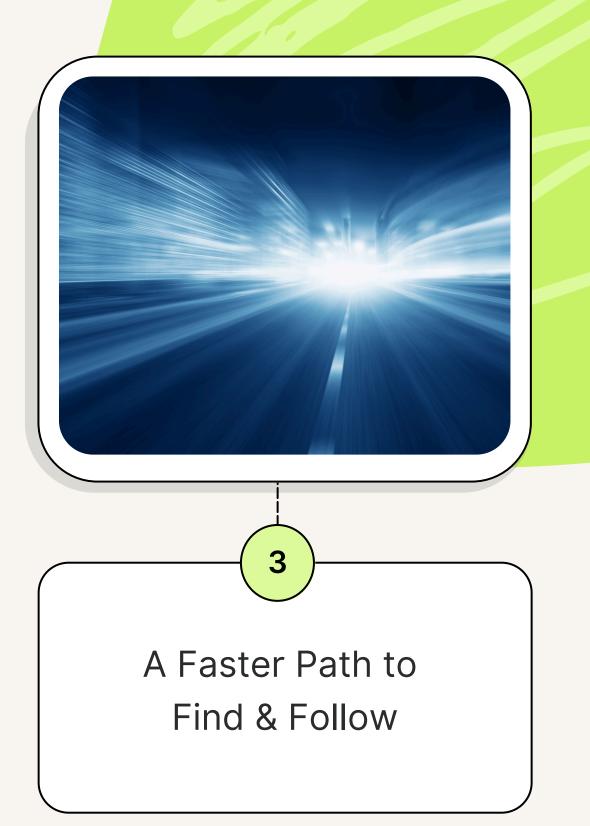
# 2025 ScreenSteps Al Workflow Updates

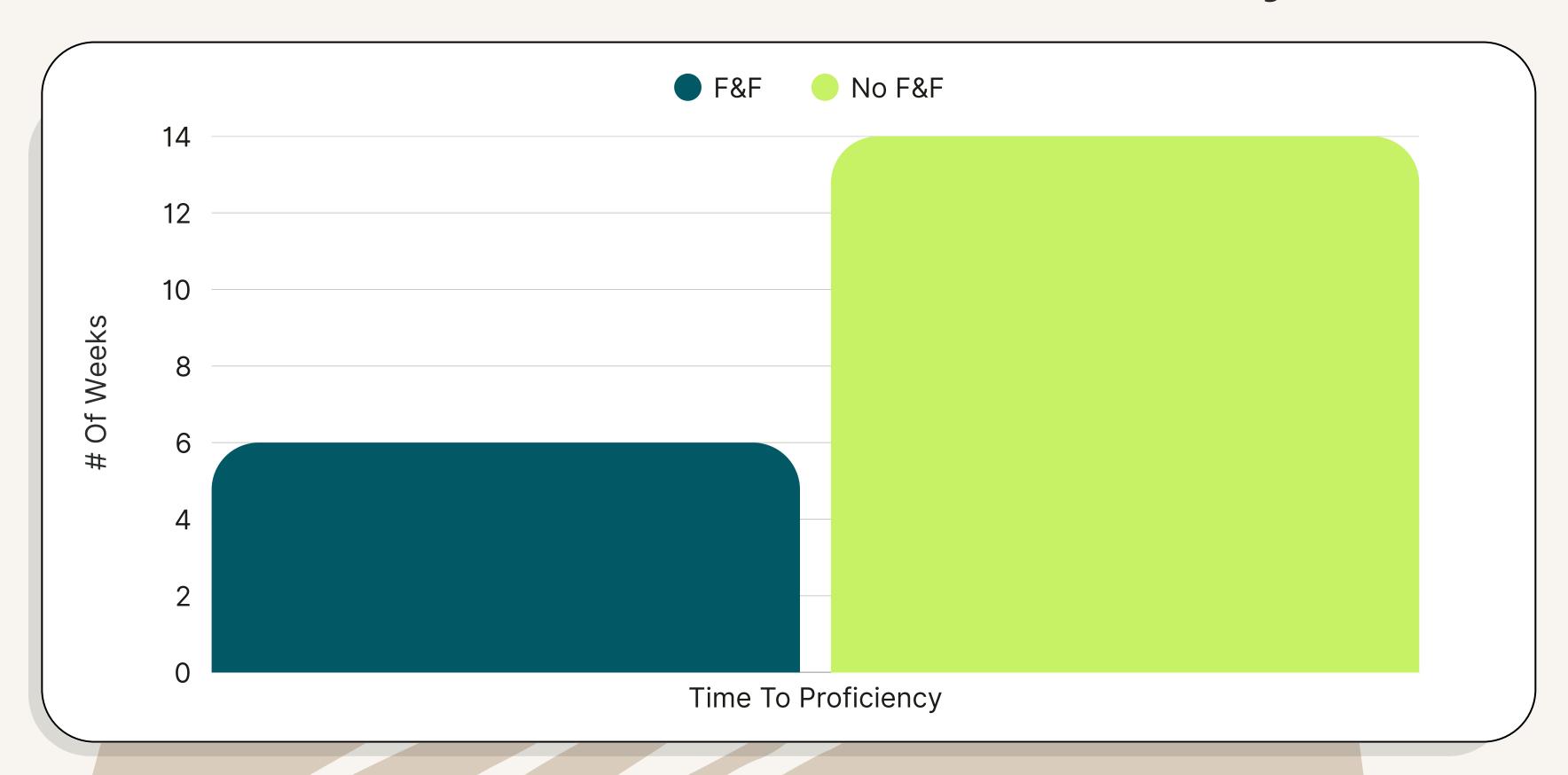
# The Goals Of This Change







# 8 Week Difference in Time To Proficiency



# 80% Reduction in Escalations



# CRM Rollout Training Switched in Week 1 to Find & Follow

### Before

"This is too much information!"

"I don't have time for this."

"This is way too confusing."

"How are we supposed to do this?"

## **After**

"It seems pretty straight forward – all I have to do is follow the steps"

"YES YES YES! I LOVE THIS."

"This is how all of our training should be"

# Scenarios

- A ton of documentation in Word/PDF format
- You have "nothing"
- Docs in ScreenSteps that aren't Find & Follow ready
- A massive documentation project for formal review





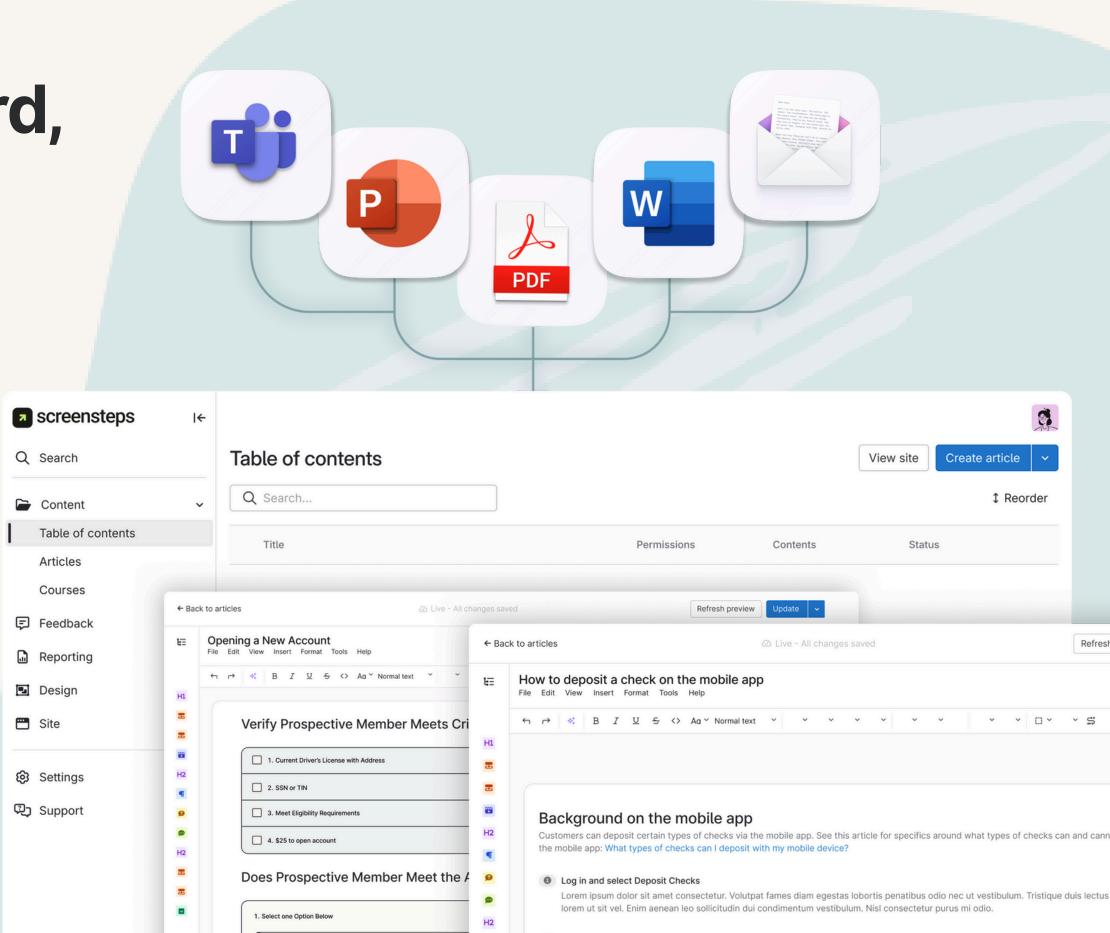






# A mountain of PDF, Word, or PowerPoint files

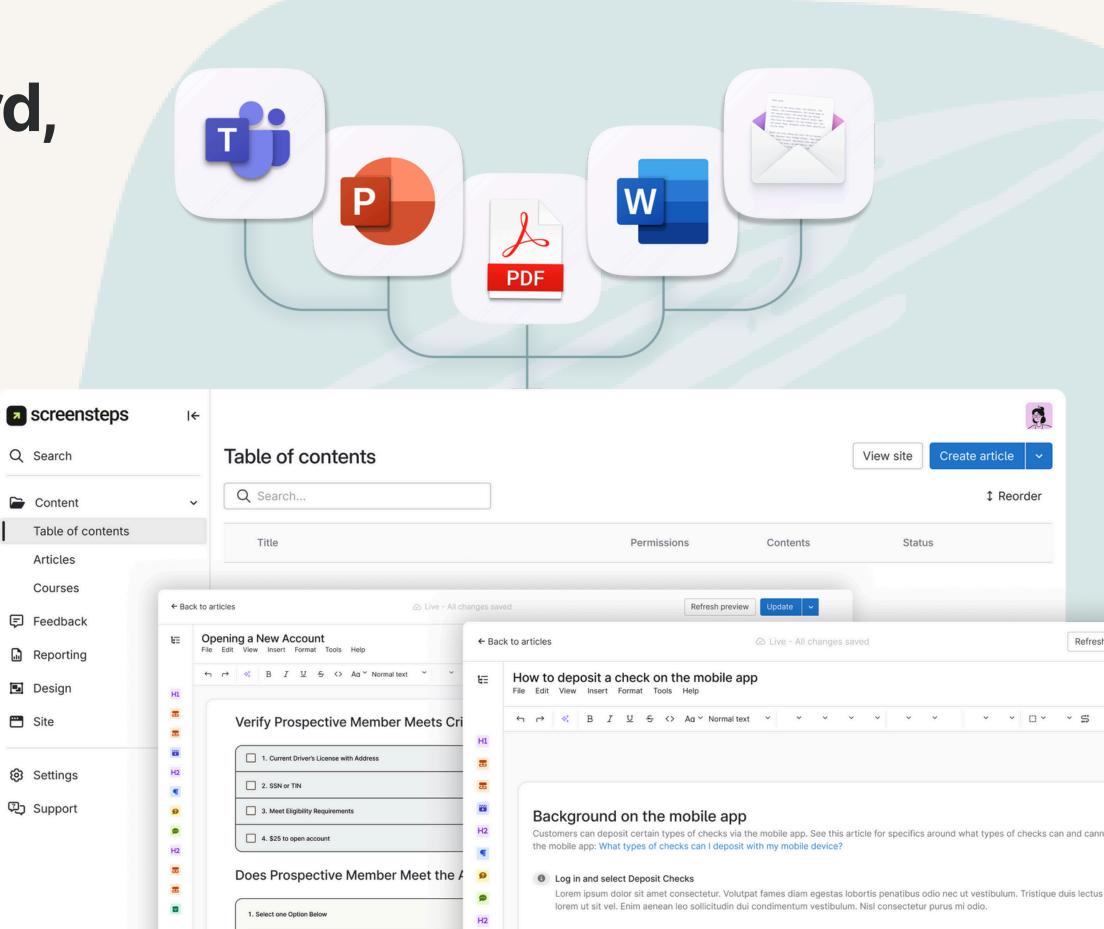
- 1. Copy/Paste or Import As-is
- 2. Manually Review
  - a. What is it trying to say?
  - b. What is foundational?
  - c. What is actionable?
- 3. Manually Optimize
- 4. Review and approve





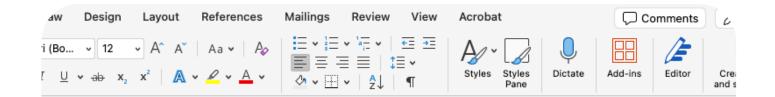
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#### Use Case #1

# What Goes In



# **Bank Loan Processing Procedure with <u>nCino</u> Implementation**

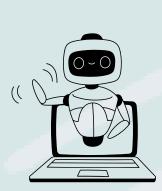
#### **Initial Application and Customer Onboarding**

The loan processing procedure begins when a customer submits a loan application through any channel, whether in-branch, online, or through a loan officer. Upon receiving the application, the loan processor must immediately create a new opportunity record in nCino by navigating to the Opportunities tab and selecting "New Opportunity." The processor enters all customer-provided information including loan amount, purpose, collateral details, and basic borrower information into the nCino system. During this initial stage, the processor must verify the customer's identity in compliance with the Customer Identification Program (CIP) requirements under the USA PATRIOT Act by collecting and documenting government-issued photo identification, verifying the customer's name, address, date of birth, and identification number. This information is recorded in nCino's Customer Information File (CIF) section, and the system automatically checks against Office of Foreign Assets Control (OFAC) watchlists to ensure compliance with anti-money laundering regulations.

#### **Credit Analysis and Documentation Collection**

Following the initial application entry, the loan processor initiates the credit analysis phase by ordering a credit report through nCino's integrated credit reporting system, typically Experian or other approved vendors configured within the platform. The processor navigates to the Credit tab within the opportunity record and requests the credit report, which automatically populates the borrower's credit score, payment history, and existing debt obligations. Simultaneously, the processor creates a document checklist in nCino based on the loan type and amount, ensuring compliance with regulatory documentation requirements. For consumer loans, this includes income verification through tax returns, pay stubs, and bank statements, while commercial loans require business financial statements, tax returns, and cash flow projections. The processor uploads all received documents to nCino's document management system, categorizing each document according to the predefined taxonomy to ensure proper organization and regulatory compliance. The system maintains an audit trail of all document uploads, modifications, and access, supporting examination readiness under federal banking regulations.

#### **Underwriting and Decision Process**



## **What Comes Out**

# Bank Loan Processing Procedure nCino Implementation

Updated on Jul 29, 2025

You will process a bank loan using nCino from application to post-closing.

#### Start Application and Onboard Customer

- · Create a new opportunity in nCino.
- Enter customer details: loan amount, purpose, collateral, borrower info.
- Verify identity (CIP): collect and document photo ID, name, address, DOB, ID number.
- Record info in nCino's Customer Information File (CIF).
- System checks OFAC watchlists for compliance.

#### Occumentation Occumentation

- Order credit report in nCino (Credit tab).
- Create document checklist based on loan type/amount.
- Upload required documents (income, financials, etc.) to nCino.
- System tracks all uploads and changes for audit.

#### Underwrite and Make Decision

- Assign application to underwriter in nCino.
- · Review credit, ratios, and documents.
- nCino runs automated risk assessment.
- · Document analysis and recommendations in underwriting section.
- If needed, schedule committee review in nCino.
- System records all decisions and discussions.

#### Review Compliance and Fair Lending

### Use Case #1

## What Goes In



Procedure\_for\_this.pdf



Procedure\_for\_that.docx



Webinar\_for\_new\_System.mp4



New-hire\_training\_slides-1-14-24.ppt



Procedure\_for\_this.pdf



Procedure\_for\_that.docx



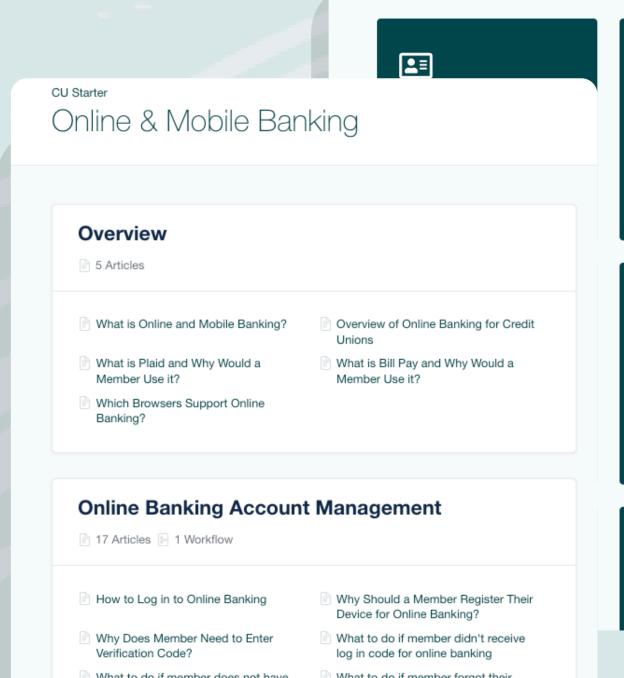
Procedure\_for\_this.pdf



Procedure\_for\_that.docx

# **What Comes Out**

Tellers/MSRs/Call Center





Share Draft/Debit Cards

View 49 Articles



Electronic Fund Transfer (EFT)

View 27 Articles

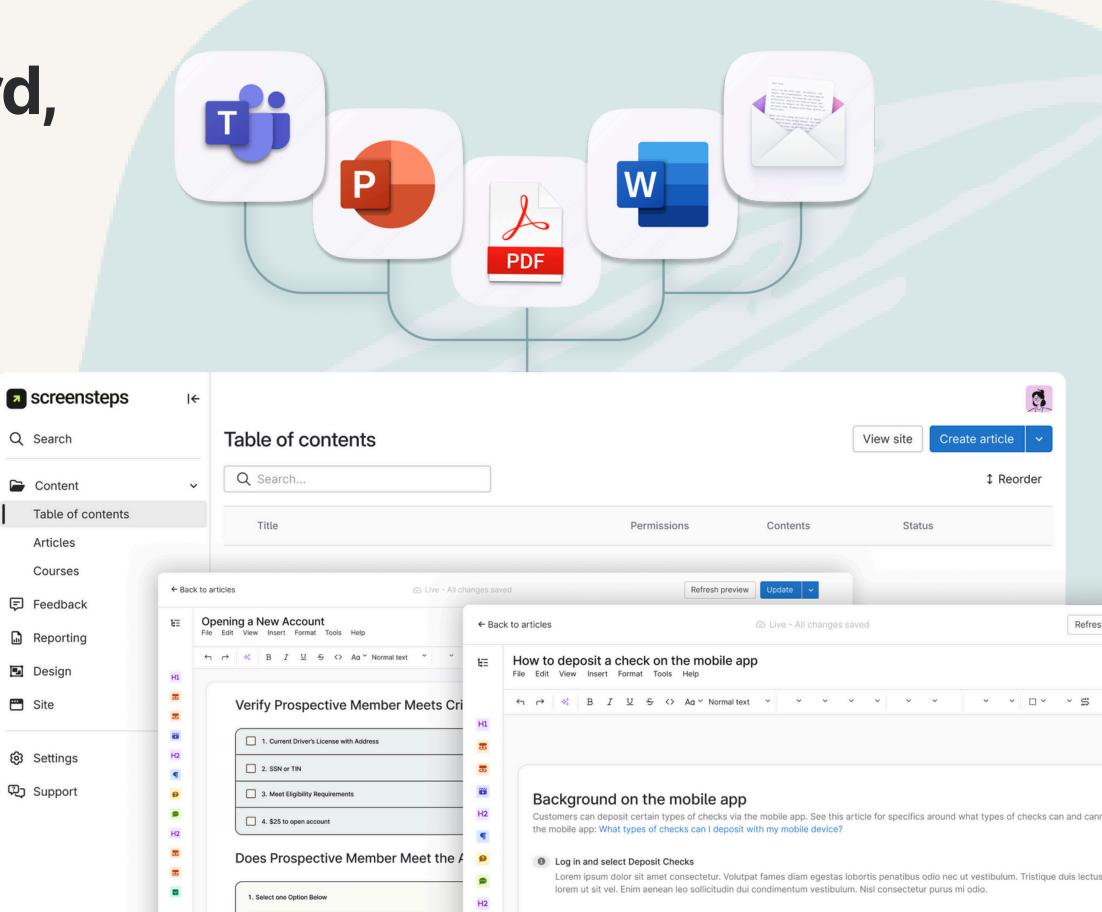


Loan Payments



# A mountain of PDF, Word, or PowerPoint files

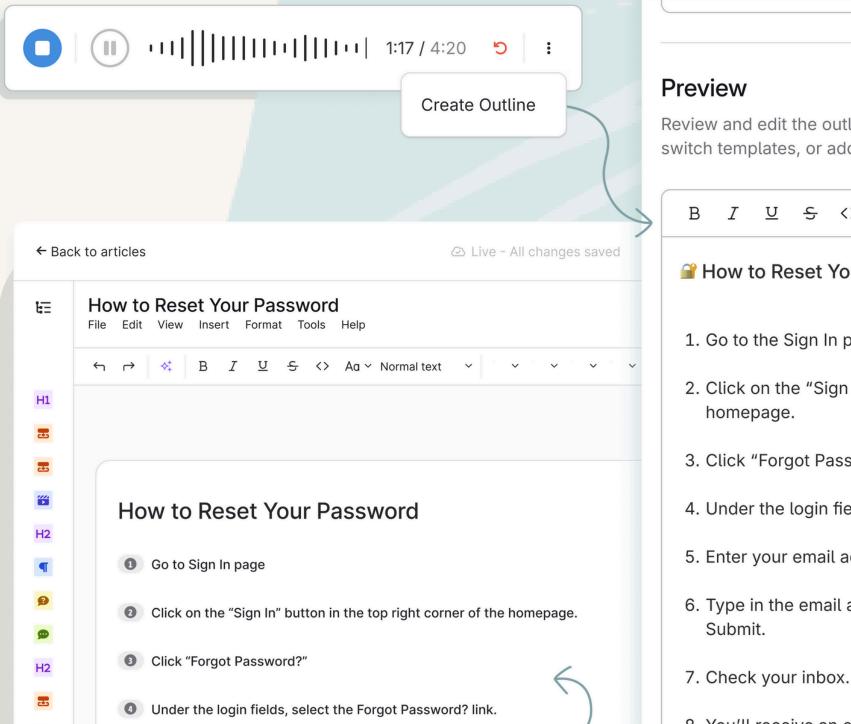
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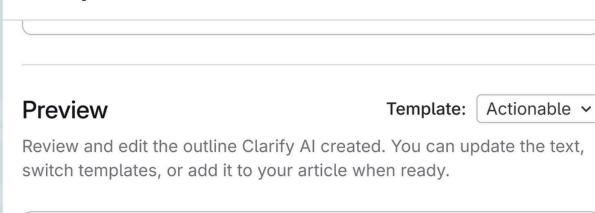




# "Nothing is Documented"

- 1. Identify Inputs
- 2.Interview SMEs
- 3. SME explains what to do
- 4. Transcribe audio
- 5. Identify core flow
- 6. Break steps apart
- 7. Apply Formatting
- 8. Have SME review





**Clarify Create** 

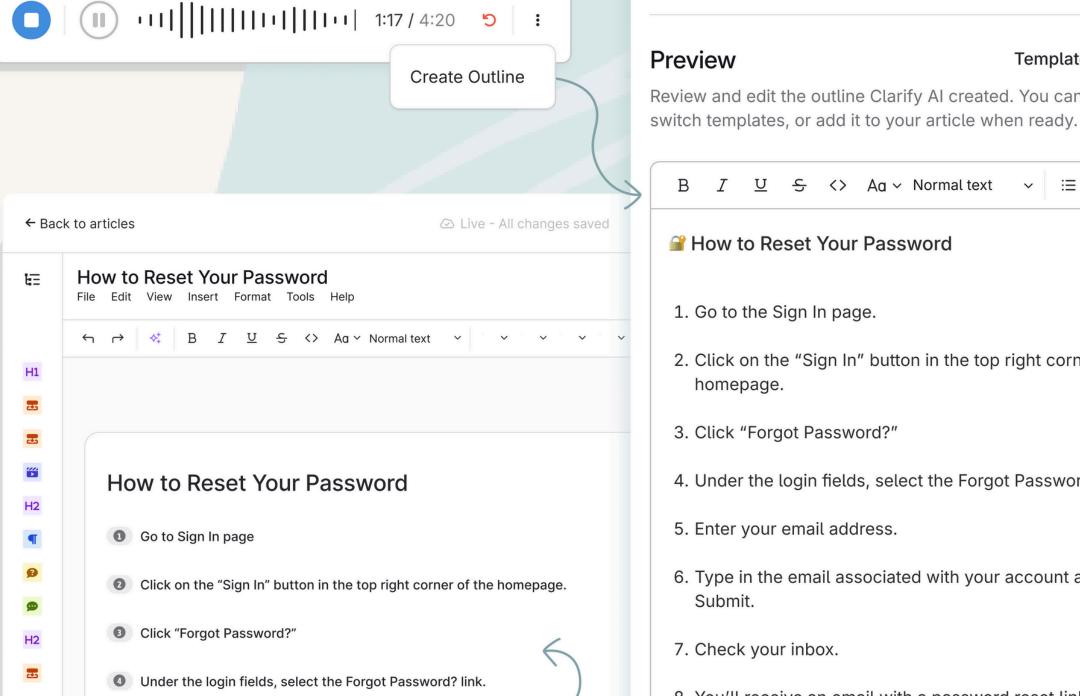
B I U S <> Ag < Normal text </li>
I How to Reset Your Password
1. Go to the Sign In page.
2. Click on the "Sign In" button in the top right corner of the homepage.
3. Click "Forgot Password?"
4. Under the login fields, select the Forgot Password? link.
5. Enter your email address.
6. Type in the email associated with your account and click Submit.



# "Nothing is Documented"

### 1. Identify Inputs

- 2. Interview SMEs
- 3. SME explains what to do
- 4. Transcribe audio
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Template: Actionable >

Review and edit the outline Clarify AI created. You can update the text,



How to Reset Your Password

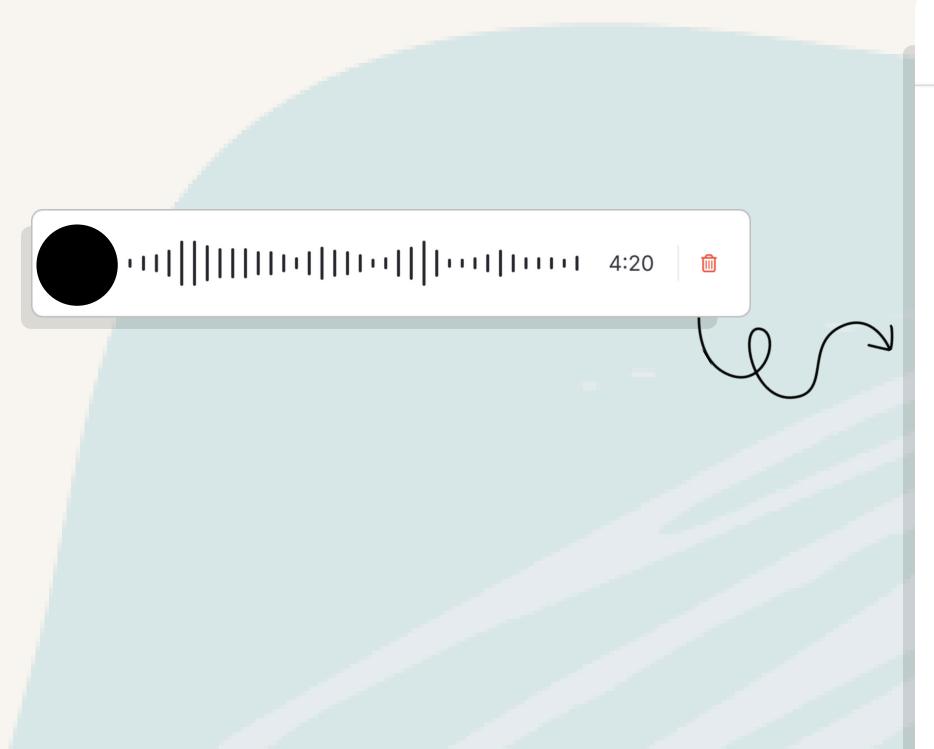
1. Go to the Sign In page.

**Clarify Create** 

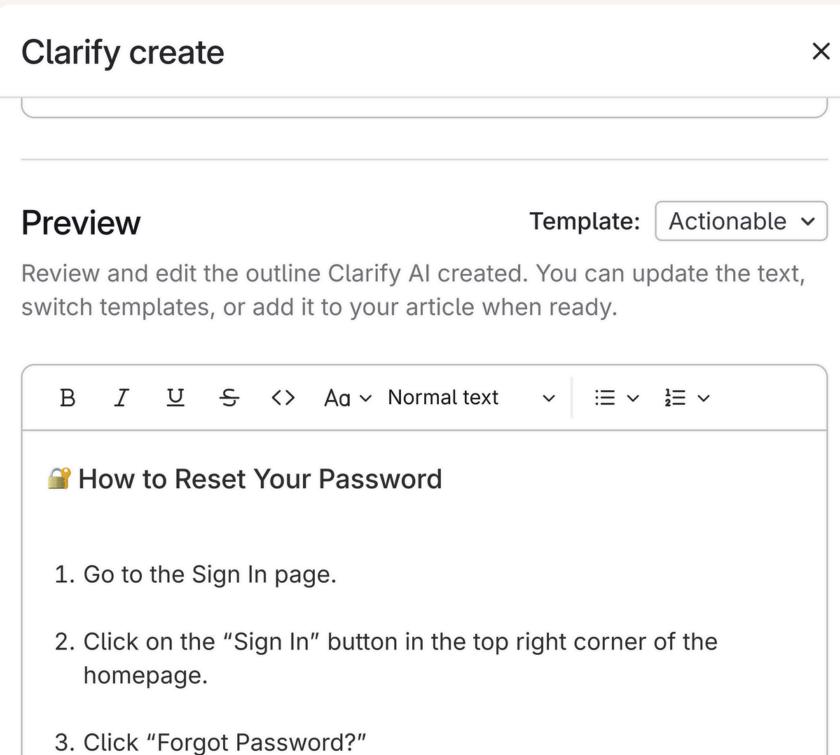
- 2. Click on the "Sign In" button in the top right corner of the homepage.
- 3. Click "Forgot Password?"
- 4. Under the login fields, select the Forgot Password? link.
- 5. Enter your email address.
- 6. Type in the email associated with your account and click Submit.
- 7. Check your inbox.



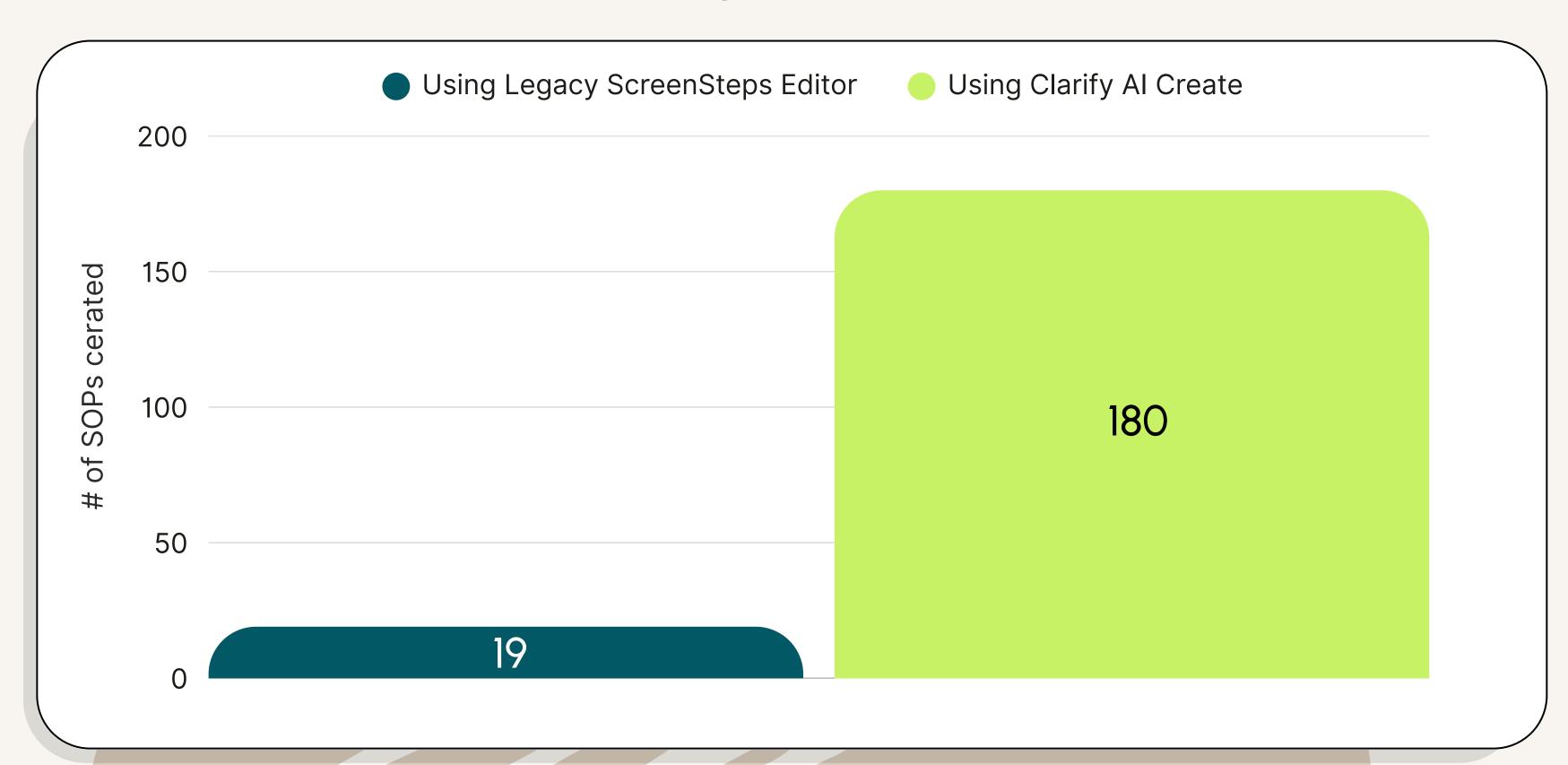
# What Goes In



# **What Comes Out**



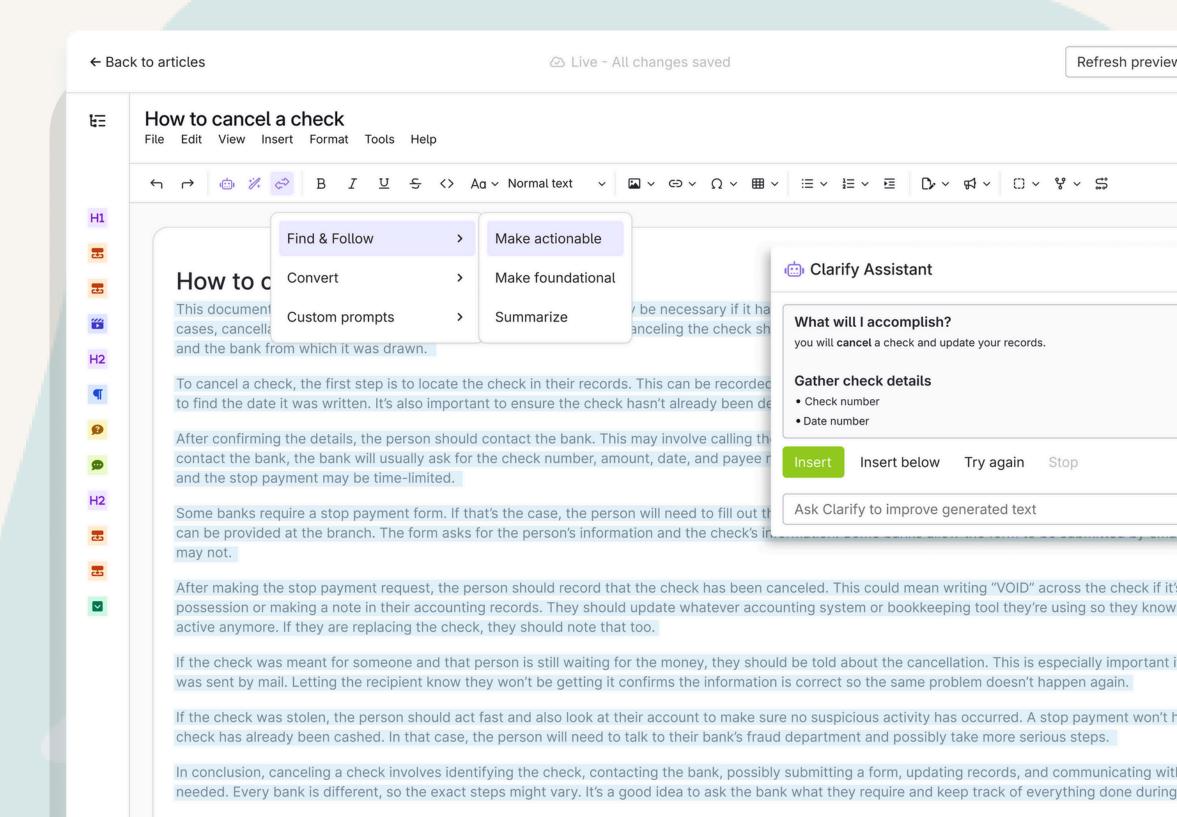
# **Clarify Al Create**





# Existing Content in ScreenSteps Isn't Find & Follow Ready

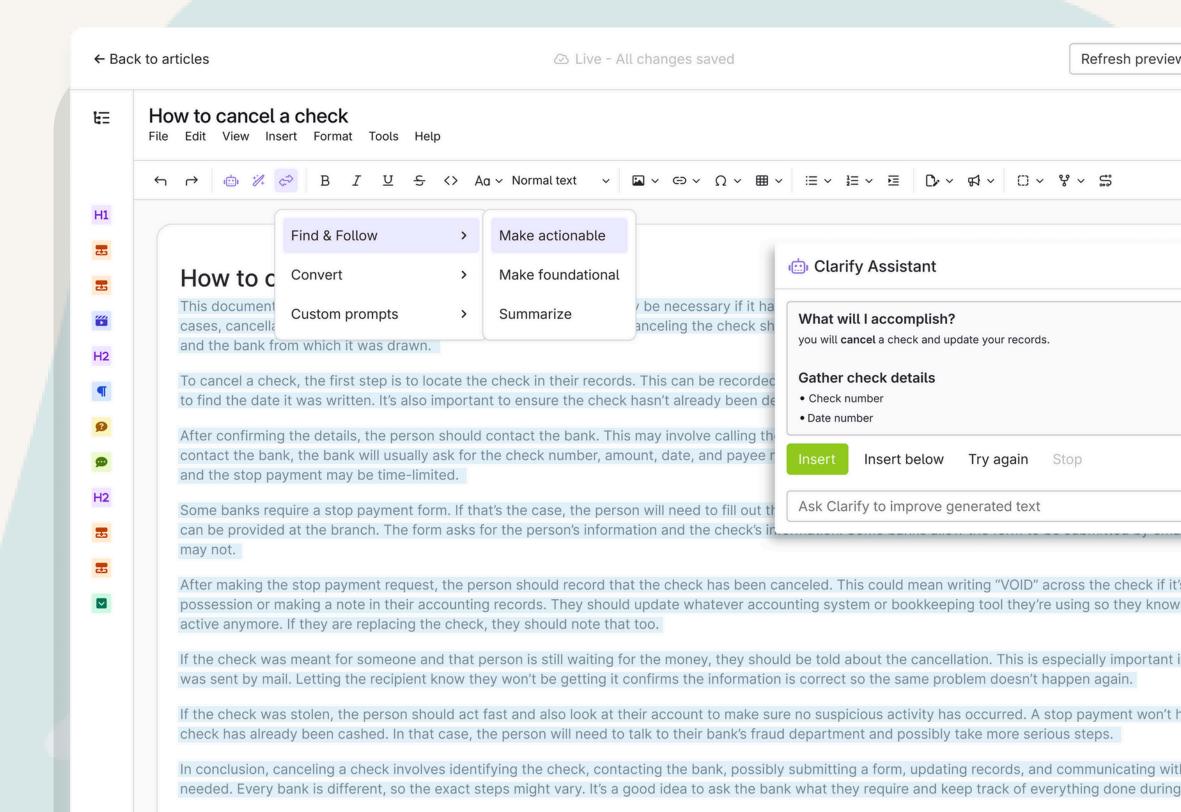
- 1. Identify core message
- 2. Break it apart into steps
- 3. Add headings
- 4. Convert sections into lists
- 5. Bold keywords
- 6. Have SME review/approve





# Existing Content in ScreenSteps Isn't Find & Follow Ready

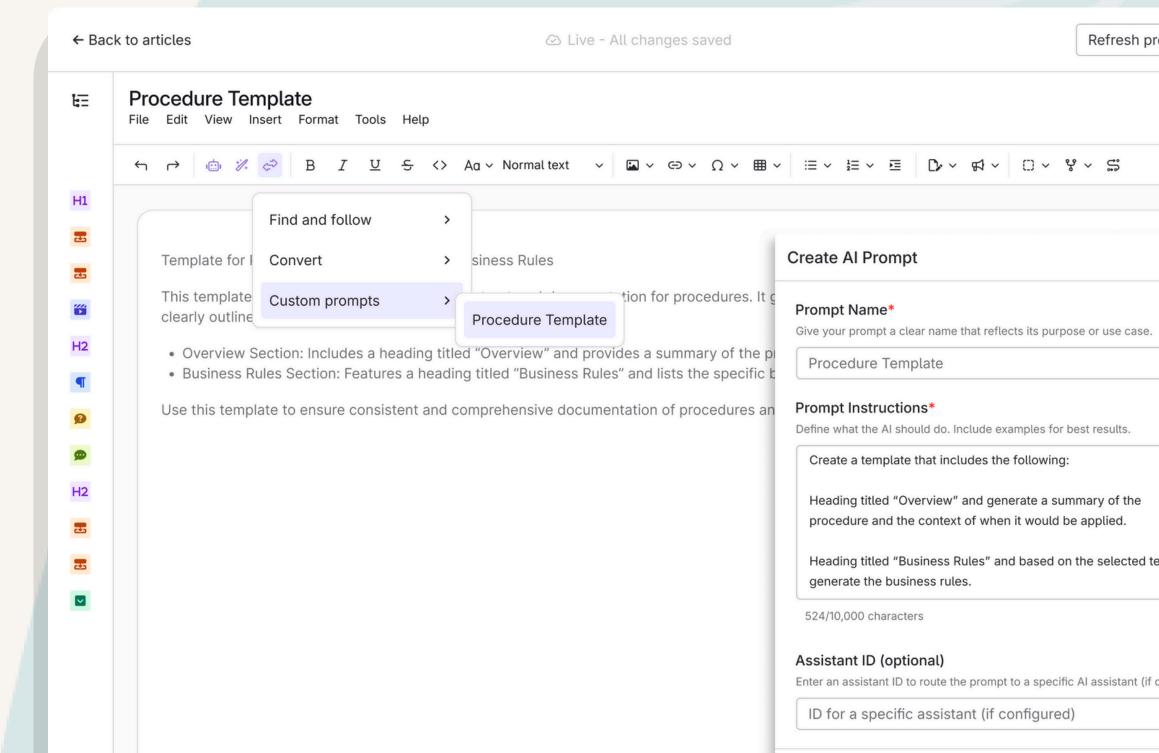
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- 6. Have SME review/approve





Preparing Documentation for a Formal Review

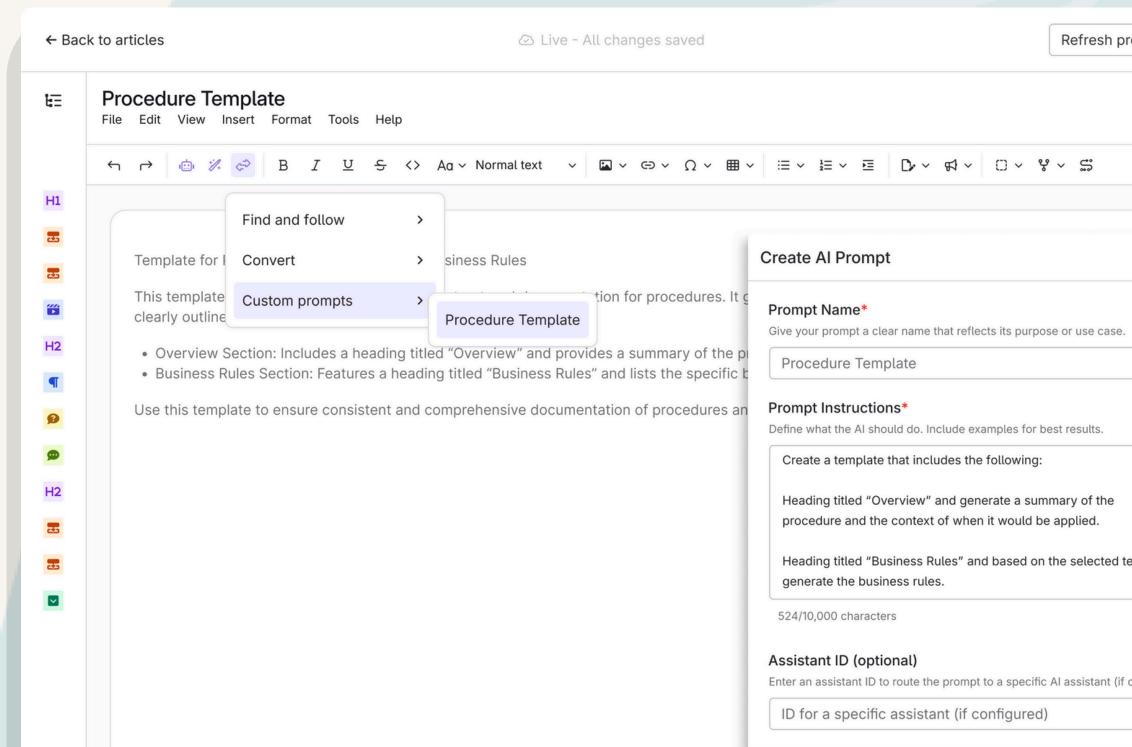
- 1. Identify core message
- 2. Copy/Paste Template
- 3. Manually apply style guide
- 4. Fill in gaps of template
- 5. Review, edit, and approve





Preparing Documentation for a Formal Review

- 1. Identify core message
- 2. Copy/Paste Template
- 3. Manually apply style guide
- 4. Fill in gaps of template
- 5. Use AI to apply style/template
- 6. Review, edit, and approve



# Things that are coming soon

- New desktop editor with integrated screen capture
- Al comparisons
- What can you imagine?



# Plan Availability

	Answer	Guide	Enterprise
Clarify Al Transform	✓	✓	✓
Clarify Al Create	✓	✓	<b>✓</b>
Clarify AI Templates			✓
Clarify Al Assistant			✓
Clarify AI Bulk Importer and Optimizer	Project-based fee with our Services team		

# **Next Steps**

• New Customers: Can access this right now

• Existing Customers: Reach out about migration options and timelines