

# Finovate Has Spoken: Real-Time Data Empowers Banks To Compete

Panel after panel, bankers agree that data and insights are required to compete with the latest in business lending technology. COVID heightened the need for digital lending. Manual data pulls don't cut it anymore. The arguments start when deciding on what data: traditional accounting like Quickbooks or commerce for cash flow lending models coming from sources like Stripe?

*"We've doubled down on how much we're listening to our client base, customers, partners... using data to get a real sense [of their needs]"*

Eytan Bensoussan  
CEO & Co-Founder  
NorthOne Business Banking

*"Access to data for banks is paramount for underwriting, and we [banks] need to partner with agile startups."*

Alison Harwood  
Head of London Branch  
Varengold Bank

**Business Lending models are in flux.** What's required is **ease** and **flexibility**. Lenders, like banks, credit unions and private lenders need easy real-time access to data AND the flexibility of data sources that don't pigeon-hole them into one lending model.

At Finovate, Boss Insights demoed a **single access** to the most robust set of accounting, commerce and banking data so that lenders don't have to choose. Any lending model can be accelerated from months to minutes if the solution is **easy to adopt and use**.



## Boss Results

**50%**

more loans processed

**80%**

time savings per loan

**90%**

digitization of processes

**ORACLE**

*"The Boss Insights' solution dramatically simplifies the work of loan decisioning, servicing & fraud prevention."*

Sanjay Matthew, Head of Fintech Strategy

**CCBank**

*"We gained 2-3 years of new client relationships in 30-60 days."*

Dustin Philips, Chief of Lending

**CIBC**

*CIBC's Mark Usher and Boss Insights highlight their fintech success story along with Fintech Growth Syndicate's Mark Reisler at Women In Finance*

To learn more about real-time accounting, commerce and banking information:  
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