

Case Study | Nelito Systems Ltd. is implementing FinCraft™ Core Banking Solution in Alliance for Microfinance in Myanmar



Alliance for Microfinance in Myanmar with a vision to become one of the leading microfinance institutions in Myanmar was founded in 2014. The institution started with a partnership between FIDES of Switzerland and BASIX of India. With the support of UNCDF and the shareholders of BOPA, Insitor Impact Asia Fund, IFU, AIIF and SMH, Alliance has become a leading MFI in the Mandalay region. The microfinance institution for client protection endorses smart campaign and aims to be compliant with the Universal Standards for Social Performance Management as outlined by Social Performance Task Force.

Alliance offers a wide range of financial services and provides financial education to unbanked women entrepreneurs, to strengthen their businesses & family welfare. The institution aims to continue to expand across Myanmar and serve micro-entrepreneurs with quality services and a sustainable business model.

The different types of loans provided by Alliance Myanmar are Mahamate Loan, Shweyaung Anagat Loan, Doh Taungthu Loan and Shwe Thinan Loan. These loans are targeted for joint liability group, individual small enterprise, farmer group and individual agriculture loan. The loans

are designed keeping in mind the convenience of the micro entrepreneurs and farmers like a loan has a repayment schedule and appraisal process that better matches the needs of farming households, repayment terms structured over the harvest season and another loan provides group loan.

Alliance for Microfinance in Myanmar was looking for a solution provider who can implement a Core Banking & mobility solution that will efficiently support its current business operations and expansions plans seamlessly.

Based on Nelito's rich experience of successfully implementing FinCraft™ Suite of Solutions in leading Financial Institutions and its capabilities to add significant value to the project, Alliance for Microfinance in Myanmar shortlisted Nelito Systems Ltd.

Key Facts

- **Name of Client-** Alliance for Microfinance in Myanmar
- **Established in-** 2014
- **Location-** Myanmar
- **Customers Served-** 238,743
- **Outstanding Loan Portfolio-** USD 54,030,386
- **Average Loan Size-** USD 274.4
- **Supplier-** Nelito Systems Ltd.
- **Solutions Implemented-** FinCraft™ Core Banking Solution (CBS), FinCraft™ Mobile Loan Origination and FinCraft™ Mobile Banking Solution

The requirements of Alliance for Microfinance in Myanmar were as follows:

- Core Banking Solution either cloud based or on-premises
- Tablet application for field staff to capture loan application, process applications, approve applications, disburse loans and savings & loans repayment collection
- Customer facing mobile application to view account balance and carryout basic transactions such as transfer money to Alliance clients, to/ from banks and integration with mobile money agents

Following benefits will be achieved by Alliance for Microfinance Myanmar with implementation of FinCraft™ Core Banking Solutions:

- **Better Services:**
 - Improved Customer Service
 - Faster Services to end consumer
 - Anytime anywhere banking through multiple channels
- **Business Development:**
 - Better control for Income leakage & expenses, resulting revenue growth
 - Opening up of new opportunities to bring in new business
 - Faster on-boarding of customers
 - Increase Customer reach through Omni-channel and DSA network
 - Cost Reduction and Faster Loan Approval using Cutting Edge Technology/Services
 - Reduces Credit Risk and NPA
 - Secure and Scalable solution
 - Deep Dive into Profitability analysis
 - Compliance to Regulatory Reporting through comprehensive reporting module

Nelito Systems Ltd. is an Indian financial technology company that provides software products & services for Banking, Financial Services, Micro-Finance and Government verticals globally. Founded in the year 1995, Nelito has earned a unique reputation for its solutions and delivery Excellence with more than 400 customers in 20 countries across four continents.