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Experian grows revenue and enhances user experience with Core10's Encompass Integration Services.

Challenge

Experian is the world's leading global information services company. Integrating their foundations in data and analytics with industry-leading technology, Experian helps organizations around the world manage credit risk, prevent fraud, target marketing offers and automate decision making.

Experian already had its own automated and trusted loan origination software. As demand for Experian's LOS increased, so did its opportunities in the LOS space. Experian realized that they were missing out on potential revenue from customers using ICE Mortgage Technology's Encompass platform. At the time, Experian had an internal verification tool for employment and income verifications but it did not pull data directly from Encompass and could only process orders for one borrower at a time.

Experian wanted to build an Encompass integration quickly without major hiccups along the way. What they needed was a certified premier ICE Mortgage Technology Partner with strong industry reputation and expertise to build their integration.

EXPERIAN FACED REVENUE GAPS AND NEEDED TO ENHANCE CUSTOMER EXPERIENCE:

(1) **Experian did not have an Encompass integration and was missing out on potential revenue.**

(2) **Experian's internal verification tool did not pull data directly from Encompass and could only process orders one borrower at a time.**

(3) **Experian needed a trusted partner to build their Encompass integration quickly.**

Solutions

Core10 was uniquely positioned to handle this integration as the Core10 team has sought out and perfected Encompass integrations. Core10 has a proven track record of getting some of the biggest industry players' Encompass integrations up and running quickly and seamlessly.

Once Experian met with Core10, the team sprung into action. Core10 used their expertise to build a full integration between Experian's verification service and Encompass. This included a User Interface to submit and review service orders, Encompass transaction lifecycle management and automated billing processing.

The team was with Experian every step of the way, through discovery, scoping, and development. Once development was complete, Core10 performed a testing phase with Experian and ICE Mortgage Technology, provided knowledge transfer, and officially handed over the codebase for Experian to own.

Core10's turnkey Encompass Integration Services took the process off of Experian's plate, allowing them to focus on other priorities and achieve their organizational goals.

The Core10 solutions for Experian included:

An Encompass-certified team with a proven track record for building integrations

A complete integration between Experian's verification service and Encompass

An Encompass integration that was on time and within budget

Results

Core10 takes great pride in being more than an Encompass integration services vendor. We're here to be your partner. Making sure our customers receive a quick Encompass integration and are happy with the results is a top priority of Core10's.

Experian's Encompass integration enhanced the user experience for their Experian Verification customers. Experian's customers can now manage orders directly on the platform they already use every day, eliminating the need to visit a different website to manage verification orders.

For Experian, their Encompass integration was up and running on time and within budget. The integration has helped Experian leverage opportunities to better serve existing customers and reach new customers. As a result of their Encompass integration, Experian has seen positive ROI and increased revenue.

At Core10, we are delighted that Experian has streamlined its operations and has seen improved financial performance with their Encompass integration.

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Core10 was a critical partner during our LOS partner integration. Their extensive platform expertise, methodical project planning and high level of professionalism made for a seamless integration that was on time and within budget."

**MATTHEW GREEN
MANAGER, STRATEGIC ALLIANCES
AT EXPERIAN**

Meet with our Encompass-certified team and get your integration up and running.

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