

Great Southern Bank Selects nCino to Support Commercial Loan Growth

Bank chooses cloud-based platform to increase loan process efficiency, data accountability

WILMINGTON, NC – [nCino](#), the worldwide leader in cloud banking, today announced that \$4.4 billion-asset Great Southern Bank has selected its Bank Operating System to increase speed and enhance the simplicity of its commercial loan process.

With more than 100 offices in nine states, [Great Southern Bank](#) has grown rapidly as a result of both acquisitions and organic expansions over the past eight years. This substantial growth prompted the bank to look for a comprehensive solution to automate and streamline the loan process from beginning to end. By leveraging nCino's Bank Operating System, the bank is gaining a single, secure cloud-based platform, built on Salesforce.com, that combines customer relationship management (CRM), loan origination, workflow, content management, business process management and instant reporting. Great Southern Bank expects to significantly reduce its current number of software point solutions, ultimately making the commercial loan process more seamless and efficient for both employees and customers.

"As we continued to open new offices and bring in other institutions, we found our commercial loan portfolio concurrently growing; in fact, last year, the bank experienced the largest commercial loan growth year in its history," explained Ryan Storey, director of loan operations at Great Southern Bank. "By leveraging nCino, we'll be able to keep up with and support this new business by automating the loan process, allowing us to close loans more quickly and with more accuracy than before. Additionally, we're excited about how heavily nCino invests in its ongoing software development, and look forward to extending our partnership with nCino down the road."

Great Southern Bank will reduce workflow inefficiencies such as duplicate data entry with nCino. While the bank currently may input some data fields four to five times, it expects to reduce this down to a single entry with nCino's platform. These efficiency enhancements the platform provides, coupled with the 360-degree view of individual loans and the entire portfolio, will speed closing time, reduce the risk of manual errors and boost overall data accountability and management.

"Great Southern Bank will benefit from this scalable solution that supports its growth as well as the bank's dedication to the highest levels of customer service," said Paul Clarkson, senior vice president of community and regional financial institutions at nCino. "Where nCino's Bank Operating System will make the biggest difference is providing employees a tool to lift their productivity and bring in a new level of transparency. Great Southern Bank will transform its loan portfolio management by being equipped with the right platform for smarter, faster decision making."

About nCino

nCino is the worldwide leader in cloud banking. With its Bank Operating System, built on the Salesforce platform, financial institutions can deliver the speed and digital experience that

customers expect, backed by the quality and transparency that bankers need. Visit www.ncino.com.

About Great Southern Bank

Great Southern Bank was founded in 1923, with a \$5,000 investment, four employees and 936 customers. Today, it has grown to \$4.4 billion in total assets and more than 1,260 dedicated associates serving 180,000 households. Headquartered in Springfield, Mo., the Company operates with more than 100 offices in nine states, including 104 retail banking centers in Missouri, Arkansas, Iowa, Kansas, Minnesota and Nebraska, three commercial loan offices in Dallas, Texas, Tulsa, Okla. and Chicago, Ill. and one home loan office in Springfield, Mo. Great Southern offers one-stop shopping with a comprehensive lineup of financial services that give customers more choices for their money.