



# illion Decisioning Product Module v2

## Reference Guide

Version 1.3, March 2019

### **Private and Confidential**

The content of this document is copyright and contains confidential information which is the property of illion Software Solutions. No part of this document may be copied, reproduced, transmitted, stored in a retrieval system or divulged to any other party without prior written permission of illion Software Solutions.

© illion Pty Ltd

Level 4, 990 Whitehorse Rd  
Box Hill VIC 3120  
illion.com.au  
(03) 9840 6631



# Contents

Document Purpose .....	3
Features .....	3
Products .....	3
Fees .....	5
Custom Features .....	6
Adjustments .....	7
Promotions .....	8
Variants .....	8
Characteristics .....	8
Management .....	9
Privileges .....	11
Characteristics .....	12
Flow Objects .....	14
Product Selector .....	14
Loan Calculator .....	15
Products, Adjustments and Promotions .....	16
Fees .....	19
Adjustment and Promotion Order .....	20
Variant Setup .....	21
Selection Matrix .....	22
Fee Templates .....	23
Approving Changes .....	24
Product Details Control .....	25
Usage .....	27
Activating Version 2 of the Product Module .....	27
Creating a Product with Variants .....	28
Adding a Fee .....	30
Adding an Adjustment .....	31
Adding a Promotion .....	31
Document History .....	32



# Document Purpose

This guide provides information about the latest illion Decisioning Product Module (v2) and includes a description of its features and interactions with other parts of illion Decisioning. It also covers how to manage a product suite in illion Decisioning, providing step by step instructions for common operations.

## Features

The following key features are available in the new product and pricing engine (Product Module V2) for configuration within illion Decisioning.

### Products

The illion Decisioning Product Module supports a variety of lending products which can be attached to applications. The module currently supports 3 product types: Mortgages, Loans and Credit Cards. The product type will affect the features available on the product, and the method used to calculate repayments.



Setting	Description
Name	A name to identify the product within illion Decisioning administration will be used on applications if no display name is configured.
Product Type	<ul style="list-style-type: none"><li>• Mortgage</li><li>• Loan Product</li><li>• Credit Card</li></ul>
Calculation Type	Standard for Mortgage or Loan Products, Factor of Limit for Credit Cards.
Start Date	The date on which this product will be available to customers and to be added to applications.
End Date	The date on which this product will cease being available to customers and can no longer be added to applications.
Display Name	The display name that customers will see and that will appear on applications.
External Code	A unique code for identifying the product to external systems.
Product Description	Provides further information to users about the product.



Setting	Description
Loan Amount	Limits the value of the product to set between a minimum and maximum value.
Loan Term	Limits the term of the product to be set between a minimum and maximum value.
Interest Only Period	Allows an interest only period to be set for the product.
Credit Limit	For credit card type products, limits the amount of credit requested to be set between a minimum and a maximum value.
Min Monthly Repayment	For credit card type products, specifies the minimum repayment amount per month.
Interest Rate	Specifies the interest rate charged on the amount borrowed (p.a.).
Interest Rate Fixed	Specifies whether the interest rate is fixed.
Access Groups (Interest Rate)	Specifies groups of users who may alter the interest rate on the product.
Interest Rate Max Reduction	Specifies the maximum amount the interest rate can be reduced by.
Interest Rate Max Increase	Specifies the maximum amount the interest rate can be increased by.
Initial Rate	Specifies the interest rate charged on the amount borrowed (p.a.) for an initial period.
Initial Rate Fixed	Specifies whether the initial interest rate is fixed.
Initial Rate Term	Specifies the period of time before the initial interest rate ends.
Access Groups (Initial Rate)	Specifies groups of users who may alter the initial interest rate on the product.
Initial Rate Max Reduction	Specifies the maximum amount the initial interest rate can be reduced by.
Initial Rate Max Increase	Specifies the maximum amount the initial interest rate can be increased by.
Subvention Included	Specifies whether subvention applies for the product.
Subvention Percentage	Specifies the annual rate of subvention for the product.
Commissions Payable	Indicates if this product includes commissions.
Commission Types	Indicates which commission types are applicable to the product, applicable commission types are: <ul style="list-style-type: none"><li>• Upfront</li><li>• Trailing</li><li>• Volume</li></ul>



Setting	Description
Secured Product	Indicates if this product permits securities.
No. Required Securities	Indicates the minimum number of securities required on the product.
Maximum Securities	Indicates the maximum number of securities required on the product.
Eligible Asset Types	Indicates the asset categories (from those configured) that can be used as security against this product.
Insurance Products	Indicates the insurance product types (from those configured) that can be added to the product.
Credit Products	Restricts the applications on which the product is available by the type of application.
Merchants	Restricts the users who can add the product to applications based on the merchant they have used to log in to illion Decisioning.
Descendent Merchants Inherit Access	If this is not ticked, parent merchants will not pass access to their products to their children.
Operators	Restricts the users who can add the product to applications.

## Fees

Fees can be attached to a product on an application, either automatically by the system, or manually by a user of the system. They represent charges to the customer who is applying for the product.

Setting	Description
Fee Name	A name to identify the fee within illion Decisioning administration. This will be used on applications if no display name is configured.
Calculation type	Fixed Amount or Proportion of Loan Amount.
Amount / Proportion of Loan	The value of the fee, or the proportion of the loan amount to be charged.
Occurrence	When the fee is charged, the options are <ul style="list-style-type: none"><li>• Single</li><li>• Daily</li><li>• Per Repayment</li><li>• Monthly</li><li>• Quarterly</li><li>• As Used</li><li>• Annual</li></ul>



Setting	Description
Default Payment Option	The payment option that will be selected by default for this fee, options are: <ul style="list-style-type: none"><li>• Capitalised</li><li>• Upfront</li><li>• Deducted</li><li>• End of Term</li></ul>
Available Payment Options	The above payment options which are available for this fee.
Override Limit Type	Two override types are available for fees. <ul style="list-style-type: none"><li>• Fixed Value, allows the Max Value and Min Value for the fee to be specified.</li><li>• Difference, allows the Max Reduction and Max Increase for the fee to be specified.</li></ul>
Access Groups (Fees)	Specifies groups of users who may override the value of this fee.
Min Fee Value	Specifies the minimum value of the fee when overriding (applicable if the override limit type is 'Fixed Value').
Max Fee Value	Specifies the maximum value of the fee when overriding (applicable if the override limit type is 'Fixed Value').
Max Fee Reduction	Specifies the maximum amount by which this fee can be reduced when overriding (applicable if the override limit type is 'Difference').
Max Fee Increase	Specifies the maximum amount by which this fee can be increased when overriding (applicable if the override limit type is 'Difference').
Fee Splitting	Specifies whether a fee is allowed to be split between multiple parties to the application

## Custom Features

Custom features allow additional custom data points to be specified against a product to support features that have been built as extensions to the product module. A number of feature types are available, each with different rules for validation.

Setting	Description
Name	A name to identify the custom feature within illion Decisioning
Type	A value indicating the type of data stored against the custom feature, available options are:



Setting	Description
	<ul style="list-style-type: none"><li>• Text</li><li>• List</li><li>• Flag</li><li>• Numeric</li></ul>
Display Type	Used for numeric features to determine how the number should be interpreted, available options are: <ul style="list-style-type: none"><li>• Number</li><li>• Percentage</li><li>• Amount (\$)</li></ul>
Regex	Used for text features to provide a regular expression (in the Microsoft .NET format) specifying validation for this feature. Text that does not match the regular expression will be rejected.
Values	Used for list features to specify the allowed values for this feature.
Minimum Value	Used for numeric features to specify the minimum value for the feature.
Maximum Value	Used for numeric features to specify the maximum value for the feature.
Default Value	Used to specify the default value for the feature, it must valid according to the validation settings.
Optional	Specifies whether the feature can be omitted on the application (not relevant to 'Flag' features)
Access Groups (Custom Features)	Specifies the access groups which are permitted to edit the value of the custom feature.
Display	Specifies whether the value of this feature are displayed when viewing the details of the product. Values that are not displayed are not editable from within illion Decisioning.

## Adjustments

Adjustments alter the specifics of a product that has been set up according to pre-defined rules, and can be applied to a product automatically or manually by a user. An adjustment can be applied across multiple products at the same time. Numeric features like interest rates or fee values can be increased or decreased by an overall adjustment, all other features are overridden. Adjustments work on a hierarchy and can be applied over previous adjustments.

**Important:** An adjustment can only change the values of a fee that is included on a product; it cannot be used to add a fee that is not included on the product.



## Promotions

Promotions work in the same way as adjustments except that they do not support 'additional' adjustments. Promotions are always calculated after adjustments have been applied. Manual (optional) promotions are added by entering a promotion code, rather than selecting them from a list. Promotions also support an applicability rule which determines whether or not they are available on a product. Promotions which are not applicable based on this rule will not be applied to the product.

## Variants

Both products and adjustments support the concept of using product variants. Variants are different versions of the product or adjustment which can be automatically selected based on information associated with the application. Users can manually select variants if the solution has been configured to support this.

For example, I could select the

- Interest Rate
- Loan Amount Limit

based on the type of the asset being used as security for the loan.

## Characteristics

Characteristics are specific pieces of application data that can be used to automatically select the variant of products or adjustments.

There are three types of characteristic available (see below), the details of which are described later in this document.

- List
- Enumeration
- Numeric



# Management

The following section describes how to access and use the illion Decisioning Product Module.

To access product management, first open the administration menu (see below); this will only be available if the user has administration privileges.

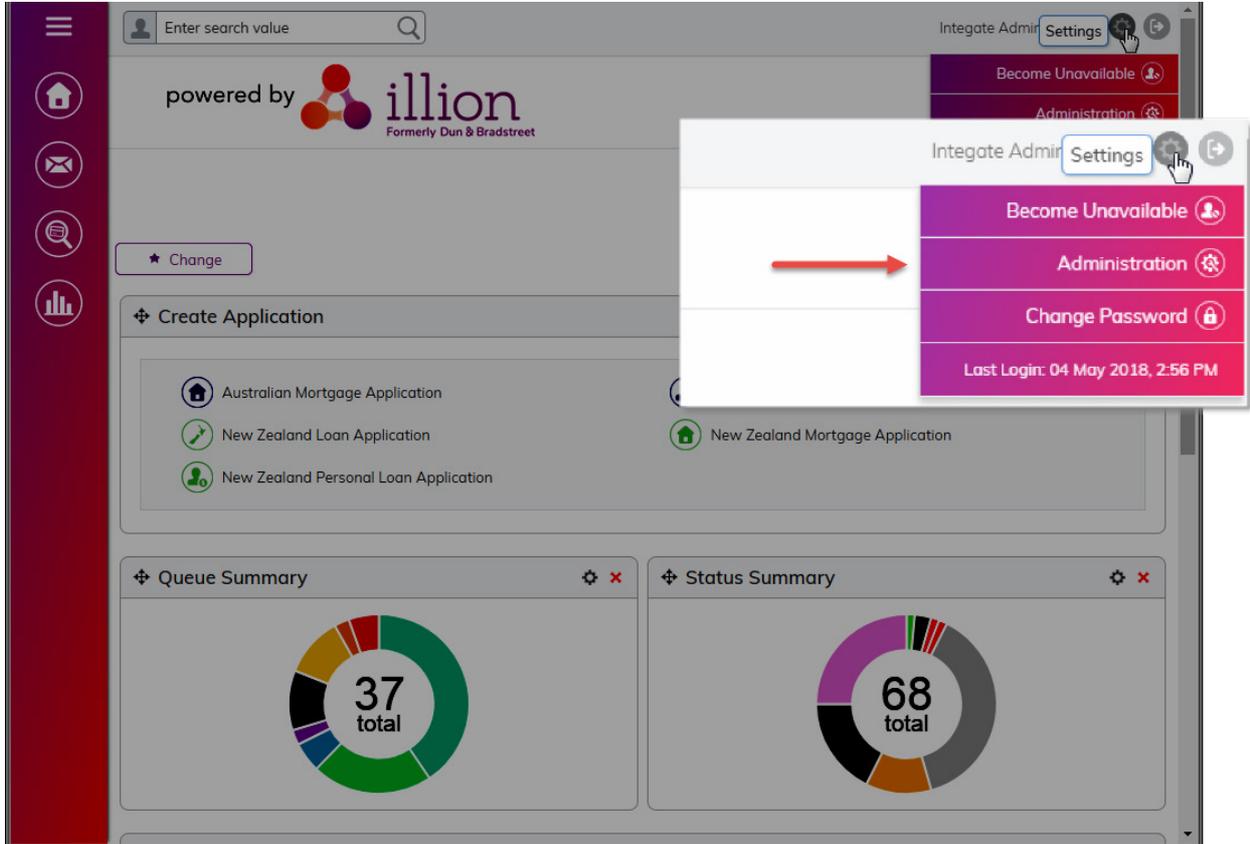


Figure 1 – illion Decisioning Dashboard



From the administration menu, select Product & Plan Configuration to access the Product Management menu:

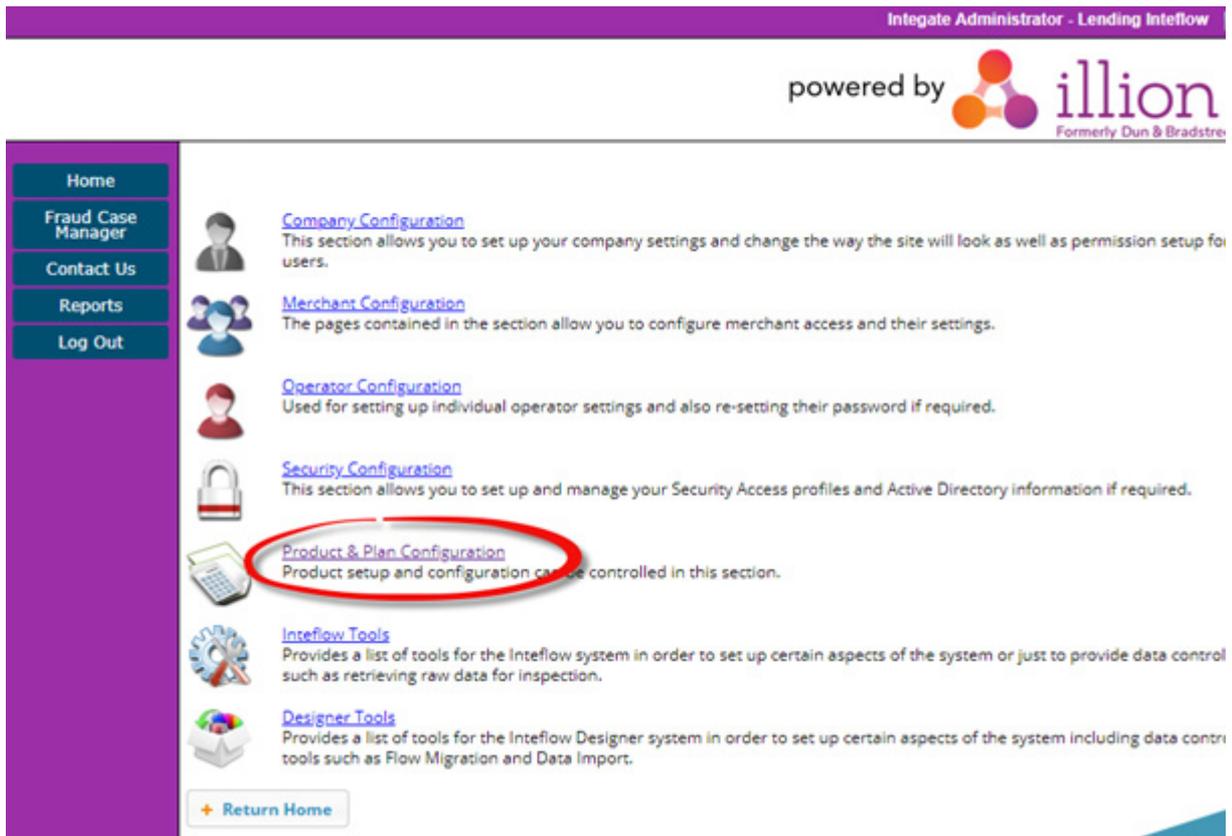


Figure 2 - Administration Menu

Product Configuration options:

- Manage Products
- Manage Characteristics
- Product Variant Approvals

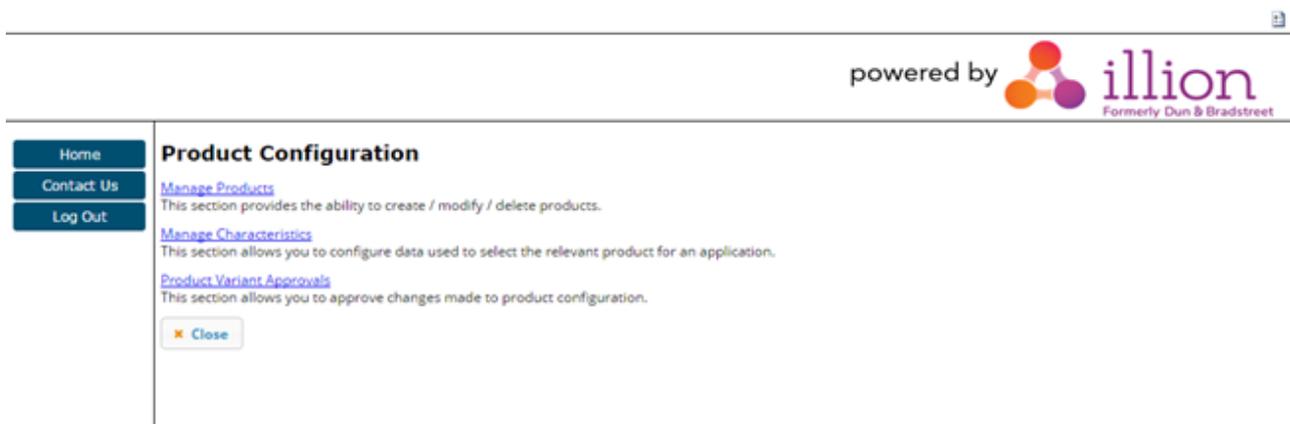


Figure 3 - Product Configuration menu



Products and Adjustments that have been set up may have three different versions available, the details of which are found below.

Version	Description
 Active	This version of the product/adjustment is active and available to be added to the product.
 Pending	This version of the product/adjustment is approved and will be activated on a scheduled date.
 Awaiting Approval	This version of the product/adjustment is awaiting final approval.

## Privileges

The below privileges are relevant to product administration. These can be accessed from: Administration > Security Configuration > Manage Privilege Groups by users with the appropriate privileges.

Privilege	Description
Admin – Approve Product Changes	Allows user to approve changes to products from the Product Variant Approvals page.
Admin – Auto-approve Product Changes	User can approve changes by saving them.
Admin – Cancel Pending Product Changes	Allows the user to cancel changes that are pending.
Administrator – Product Setup	Allows the user to setup products.



## Characteristics

Characteristics management can be accessed by users with the appropriate privilege, by selecting 'Manage Characteristics' from the product management menu. Below is an example screen. From this page you can add new characteristics or edit existing ones. To save changes to all characteristics, press save at the bottom of the page.

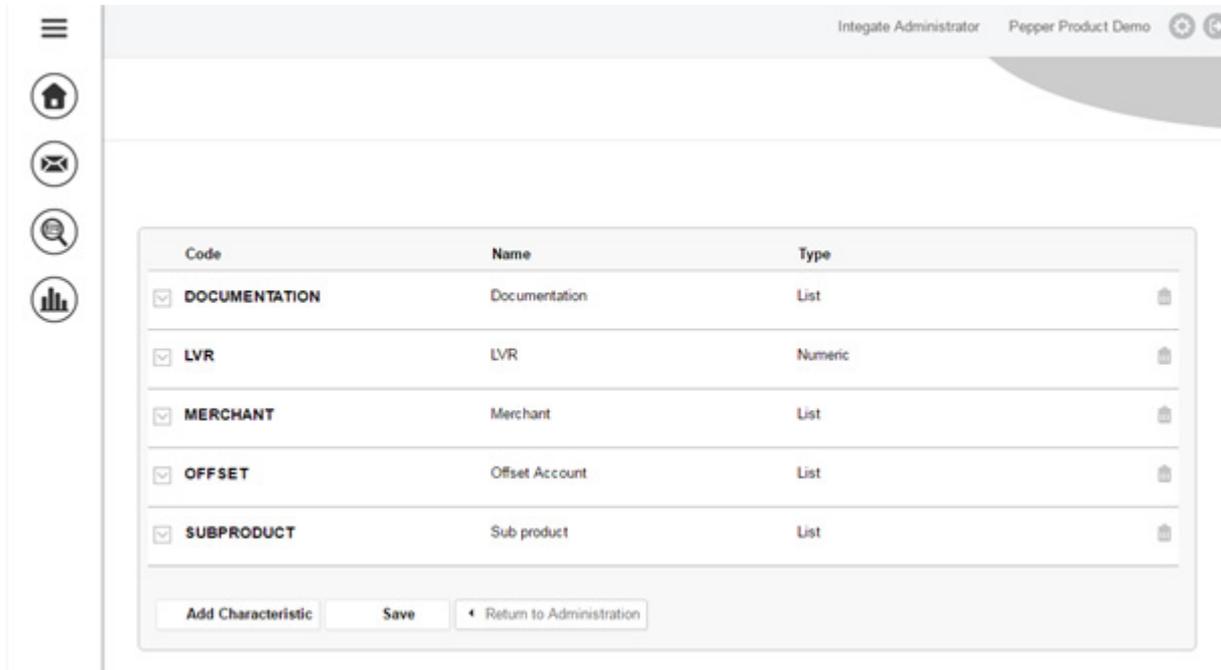


Figure 4 - Characteristics Management Page

**List characteristics** allow you to manually enter the possible values for the characteristic (see example below). This example specifies two values 'ALT' and 'FULL'. The text in the left box is the value; the text in the right box is a name to be displayed internally to identify the value.

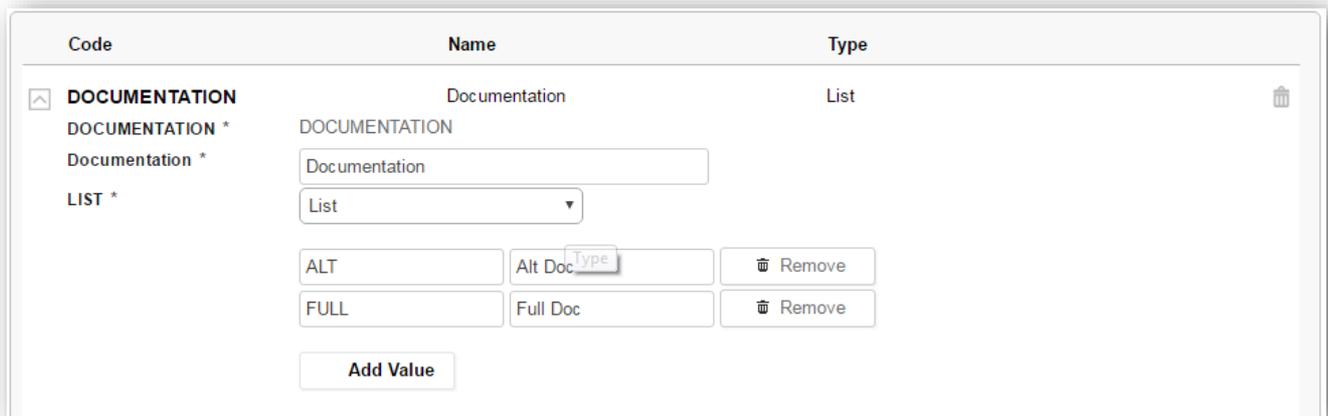


Figure 5 - List characteristics



**Numeric characteristics** allow you to determine and categorise a numeric value into a list of categories based on ranges of values. Here you can specify a name and upper bound for each band/range and you can edit the range limits by selecting the '<=' or '<' to change which side will include the boundary value.

Band	Lower Bound	Operator	Upper Bound	Label	Action
Band 1	70.00	<=	LVR <	70.00	Remove
Band 2	70.00	<=	LVR <	80.00	Remove
Band 3	80.00	<=	LVR <	90.00	Remove
Band 4	90.00	<=	LVR		Remove

Figure 6 - Numeric characteristics

**Enumeration type characteristics** derive their values from schema files stored on the file system. These are often used to specify the values in drop down lists on the application form. You can select the appropriate schema, and then an enumeration type. These values will not be updated automatically; you will need to press 'Load' again to refresh the values if the enumeration is changed.

Enumeration Value	Label	Action
MotorNew	New Motor Vehicle	Remove
MotorUsed	Used Motor Vehicle	Remove
MotorRepairs	Motor Vehicle Repairs	Remove
Debt	Debt Consolidation	Remove
Household	Household Good/Furnitu	Remove
Travel	Travel/Holiday	Remove
HomelImprovement	Home Improvements	Remove
Wedding	Wedding	Remove
Medical	Medical	Remove
Education	Education	Remove
Investment	Investment	Remove

Figure 7 - Enumeration type characteristics

Note: An 'unknown' value is automatically available on all characteristics if the value in the application does not match any of the configured values.



## Flow Objects

There are two flow objects (configured through flow designer) that are related to product management. Should you be interested to find out more about our flow designer tool please contact your illion Decisioning representative.

### Product Selector

The product selector object is responsible for the following:

- Calculates the characteristics of the application.
- Selects the applicable variants for products and adjustments.

A product selector should be run whenever the selected variants on any products or adjustments should be updated. Below is an example of the configuration for the Product Selector object.

ID	Rule	Level
Interest Only Inv	SYSTEM TRUE	Co-Borrower 3 - Individuals
<b>MAPPING</b>		
Charateristic *	Interest Only Inv	
Rule *	SYSTEM TRUE	
Value	{item}	
Levels *	Co-Borrower 3 - Individuals	
<b>MAPPING</b>		
Charateristic *	Charateristic	
Rule *	Select Rule	
Value	{item}	
Levels *	Level	

Figure 8 - Product Selector Object

The Characteristic dropdown will list the characteristics that have been set up in administration. A rule can then be used to determine when the characteristic should be re-calculated and an item can be used to perform the calculation.



## Loan Calculator

The loan calculator object is responsible for the following.

- Calculates a comparison rate for loan or mortgage products.
- Calculates repayments.

A loan calculator should be run whenever information that might affect the interest rates or fees attached to the application is updated.

Following is an example of the configuration of a loan calculator:

**New Loan Calculator**

Description Settings Principal Adjustments Additional Fees Loan Variations Snapshots Outcomes

Calculator Mode

**Installments**

Number of payment installments per year (eg. 12 monthly installments per year)

Week \*

Fortnight \*

Four Weeks \*

Month \*

Quarter \*

Half Year \*

Year \*

**Date Settings**

First Repayment Date

Update the product to the newest version only if the grace period has expired.

Grace Period

**Interest Rate Settings**

Interest Rate Adjustment    Start with '+' to add instead of multiply

Rate Recalculation Object  Use this object when recalculating application interest rates automatically

Customer Rate  Do not use the customer rate if it has increased

Use Best Rate  Use the smallest rate value of the following: Default (from DB or no\_default), Custom Override (no\_override), or Locked Rate (no\_lock, not expired)

Figure 9 - Loan Calculator Object



## Products, Adjustments and Promotions

Products, Fees, Custom Features, Adjustments and Promotions are all configured from the Product Management page.

To open a product, adjustment or promotion and view the details, click on the appropriate version from this page. Each available version will be shown. You can also add new products, adjustments and promotions from this page.

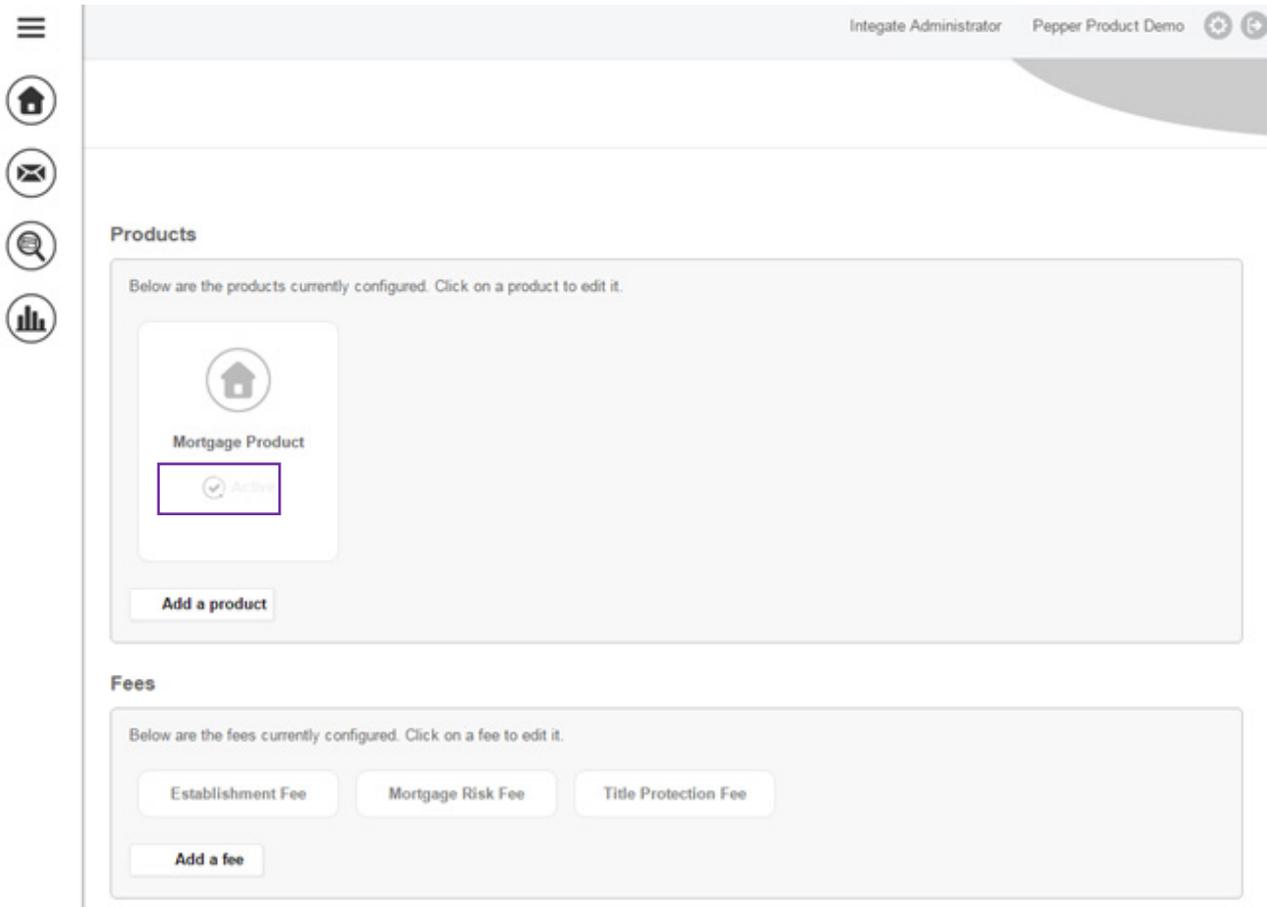


Figure 10 - Product Management Page



Opening a product, adjustment or promotion will display a page similar to the below, which showcases the current settings.

The screenshot shows a web interface for 'Integrate Administrator' with 'Pepper Product Demo' in the top right. A sidebar on the left contains navigation icons: a hamburger menu, home, mail, search, and bar chart. The main content area is titled 'Product Setup' and contains a table of product details:

Product Name	Mortgage Product
Product Type	MORTGAGE
Calculation Type	Standard
Status	Active
Active Dates	-

Below the table are two buttons: 'View variants of this product.' and 'View variant selection matrix'. A note states 'This product has the following versions' with a checkmark icon.

The 'Product Settings' section includes:

Loan Amount Limit	\$ 50000.00 - \$ 500000.00
Loan Term Limit	5 Years - 30 Years
<input type="checkbox"/> Interest Only Period	-

A 'See more options' link is located at the bottom of the settings section.

Figure 11 - Product Setup Page

Select 'View variants of this product' to see all configured variants associated with the product you are viewing. This will then open a popup. Select 'View variant selection matrix' to see how variants can be automatically selected.



At the bottom of the page, users with the appropriate privileges will see an **Edit** button (see below) which will allow them to create a new version of the product, adjustment or promotion. You will begin editing from whatever version you are currently viewing. However it is important to note that when you save, the new version created will have the appropriate status (awaiting approval, pending or active) depending on your privileges. For example, if a user without auto-approval privileges edits the Active product, they will create a new 'Awaiting Approval' version of the product, replacing the current Awaiting Approval version if there is one.

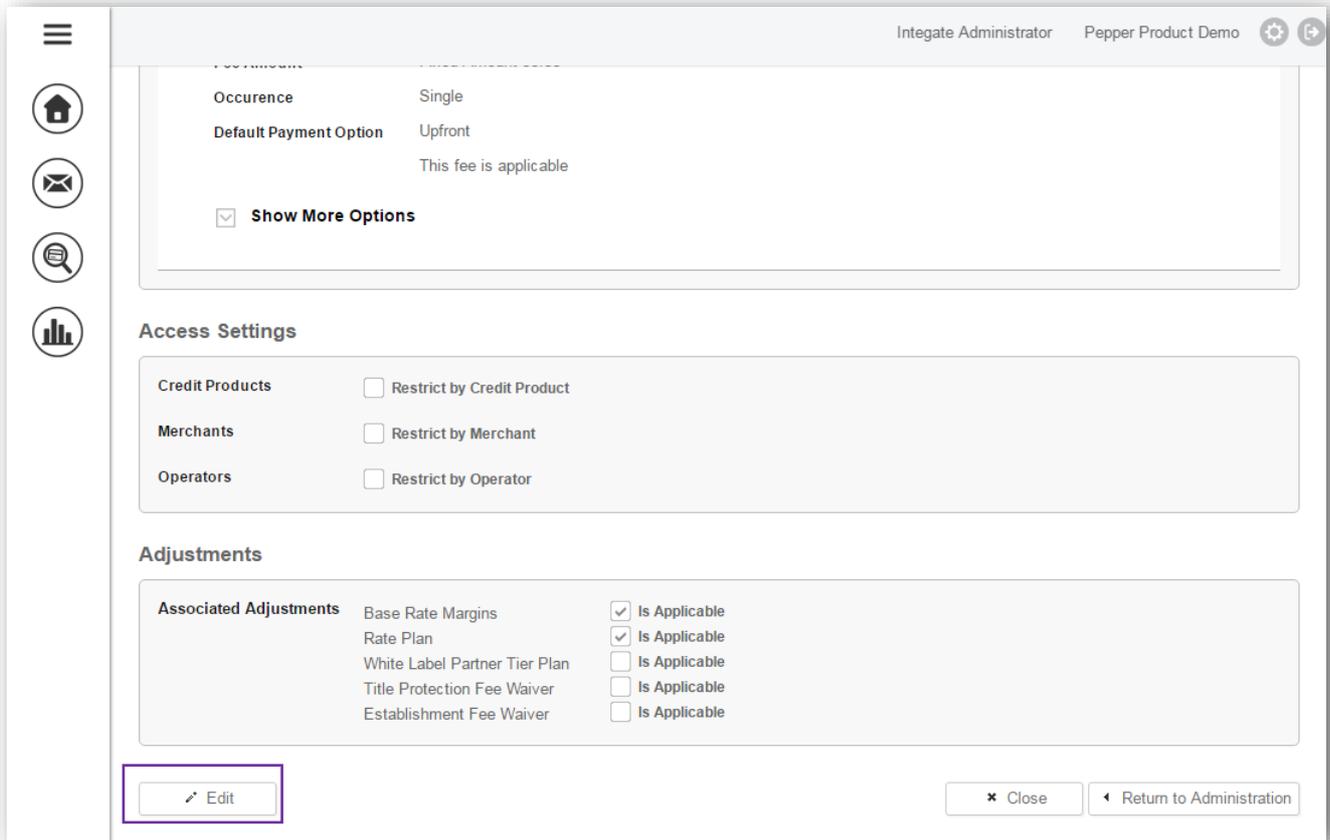


Figure 12 - Edit Product Setup



## Fees

The fees configured for a product, adjustment or promotion can be seen in the fees section (see below). From here you can either add fees that already exist, or you can create new ones. Changes made to fees on the product, adjustment or promotion setup pages will only apply to that particular product, adjustment or promotion.

### Fee Settings

Name	Amount	Type
<input type="checkbox"/> <b>Mortgage Risk Fee</b>	0.00	Percentage-based
Fee Amount	Percentage-based	0.00 %
Occurrence	Single	
Default Payment Option	Upfront	
	<input type="button" value="Applicable"/> <input type="button" value="Optional"/>	
<input type="checkbox"/> <b>Show More Options</b>		
<input type="checkbox"/> <b>Title Protection Fee</b>	0.00	Fixed Amount
Fee Amount	Fixed Amount	0.00
Occurrence	Single	
Default Payment Option	Upfront	
	<input type="button" value="Applicable"/> <input type="button" value="Optional"/>	
<input type="checkbox"/> <b>Show More Options</b>		
<input type="checkbox"/> <b>Establishment Fee</b>	50.00	Fixed Amount
Fee Amount	Fixed Amount	50.00
Occurrence	Single	
Default Payment Option	Upfront	
	<input type="button" value="Applicable"/> <input type="button" value="Optional"/>	
<input type="checkbox"/> <b>Show More Options</b>		

Figure 13 - Fee Section of Product Setup

Clicking 'Add Fee' will display the below popup.



**Add Fees**

Add fees to a product

- Mortgage Risk Fee
- Title Protection Fee
- Establishment Fee

+ Add a new fee

Close Next

Figure 14 - Add Fee Popup

Check the fees you wish to add and then click 'Next' to add them to the product, adjustment or promotion.

Clicking 'Add New Fee' on the above template will allow you to create an entirely new fee template and add it to the product without leaving the product setup.

## Adjustment and Promotion Order

Adjustments and promotions are applied in a specific order. This order can be easily managed from the product management page (see below). It is important to note that Adjustments are always applied before promotions.

**Adjustments**

Below are the adjustments currently configured. Click on an adjustment to edit it.

- Base Rate Margins (Active)
- Offset Account Adjustm... (Active)
- Rate Plan (Active)
- Title Protection Fee Wai... (Active)
- White Label Partner Tie... (Active)

Add an adjustment Change adjustment order

Figure 15 - Product Management, Adjustment Section

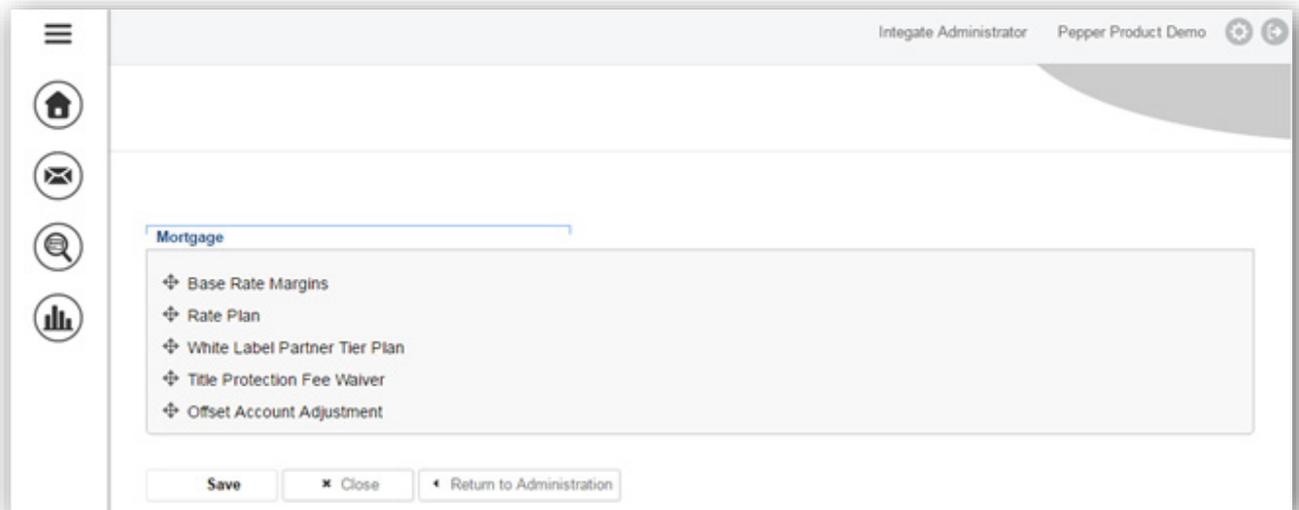


Figure 16 - Adjustment Order

You can drag and drop adjustments in the above page to re-order them. They will always apply from top to bottom; therefore any adjustments that you believe should supersede the others should be placed last in the order. For example, if in the above scenario a setting is overridden by the 'Rate Plan' adjustment and the 'Base Rate Margins' adjustment, then the value set in the 'Rate Plan' adjustment will apply. Click 'Save' to apply the changes.

## Variant Setup

The below popup can be used to create and configure variants. Most settings available on the product are also available for all its variants. If a setting is not available, or not used in the variants, the value from the product setup will be used by default.

A default variant is created and displayed automatically, which shows the values that are common across all variants, and used if no variant is selected. Click the down arrow button in the right hand corner to save your changes and close the popup. Note that this will not create a new version of the product; your changes will be lost unless you save the product, adjustment or promotion.

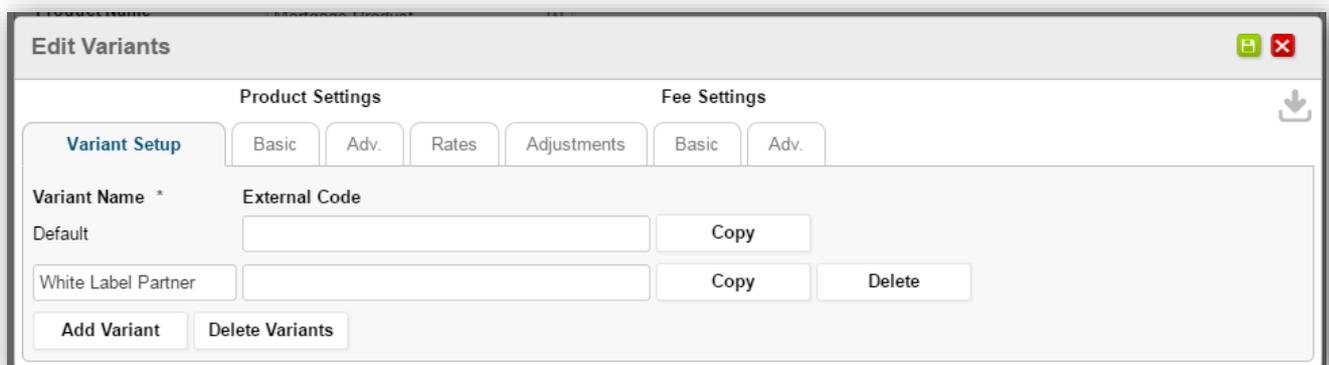


Figure 17 - Product Setup - Setup Variants



The tabs that can be seen across the top of this popup group the settings together, the below is the 'Rates' example under Product Settings.

Product Settings		Fee Settings				
Variant Setup	Basic	Adv.	Rates	Adjustments	Basic	Adv.
<b>Variant Name</b>	<b>Interest Rate *</b>		<b>Max Rate Reduction</b>			
Default	5 % p/a		0 % p/a			
White Label Partner			0.5 % p/a			
	Vary this setting					

Figure 18 - Product Setup - Variant Setup (Rates)

In this example, the Max Rate Reduction setting has been varied, but the Interest Rate setting has not. Select 'Vary this setting' to allow you to set a different value for each variant listed.

## Selection Matrix

Below is an example of a variant selection matrix. All combinations of values for the selected characteristics are shown, and a variant can be selected for each from the dropdown. Select 'Change Characteristics' to alter which characteristics are used for selection.

LVR	Documentation	Variant
Band 1	Alt Doc	Select Variant
	Full Doc	Select Variant
	Unknown	Select Variant
Band 2	Alt Doc	Select Variant
	Full Doc	Select Variant
	Unknown	Select Variant
Band 3	Alt Doc	Select Variant
	Full Doc	Select Variant
	Unknown	Select Variant
Band 4	Alt Doc	Select Variant
	Full Doc	Select Variant
	Unknown	Select Variant
Unknown	Alt Doc	Select Variant
	Full Doc	Select Variant
	Unknown	Select Variant

Figure 19 - Product Setup - Variant Selection Matrix



You can search for characteristics by typing into the text box; select the characteristic you want to add by clicking on it. You can drag and drop to re-order the characteristics to control what order they appear in the table above.

Figure 20 - Product Setup - Variant Selection Matrix

## Fee Templates

Fee templates are managed via the fees section of the product management page. You can see a list of available fees and a button to allow you to add new fee templates. You can select a fee to open it and update the template settings. The fee amount type is not available per product. Each fee of the same template will have the same fee amount type (fixed amount or proportion of loan amount).

Figure 21 - Product Management - Fee Section

Clicking on a fee above will open the below popup, allowing management of the template values.

Figure 22 – Product Management - Setup Fee Popup



## Approving Changes

The approve changes section at the bottom of the product, adjustment and promotion setup screens allows the user to specify the timeframe for when a change will be made.

Selecting 'make this change immediately' will replace the active version as soon as the change has been approved. This may be immediately if the user has 'auto-approval' privileges.

Selecting 'make this change on' will replace the pending version once the change has been approved; it will then replace the active version on the scheduled date.

**Approve changes**

Awaiting Approval Changes  make this change immediately  
 make this change on  
Date

Save Copy Disable Delete Close Return to Administration

Figure 23 - Product Setup - Approve Changes section

From the product management menu you can select 'Product Variants Approvals' to see a summary of all the products with versions awaiting approval and pending. To approve or discard an awaiting approval change, click on the product under 'Awaiting Approval'

Integrate Administrator Pepper Product Demo

### Products

The below items have versions awaiting approval. Click on the item to view its details and/or approve it.

Awaiting Approval

Mortgage Product

The below items have pending versions. Click on the item to view its details and/or cancel the scheduled change.

Pending

Mortgage Product

Return to Administration

Figure 24 - Product setup - Awaiting approval



You will then see a view of the awaiting approval version with an 'Approve changes' section at the bottom. You can update the schedule for the change and then select 'Confirm'. If you have selected 'discard this change' the version will be deleted, otherwise the change will progress to 'Active' or 'Pending' according to the schedule.

**Approve changes**

Awaiting Approval Changes  make this change immediately  
 make this change on  
Date   
 discard this change

Confirm \* Close

Figure 25 - Approve Change confirmation

If you select an item in the 'Pending' section, you will instead receive a view with a 'Cancel Pending Change' button at the bottom of the screen; you can click this to discard the pending change so that it will no longer occur on the specified date.

## Product Details Control

The product details control is designed to allow the user to select the details of the product they wish to apply for.

In the full version of this control this includes the interest rate, the fees, the variant of the product, and any adjustments and promotions.



### Products

Lending Product:  \*

Loan Amount:  \*

Loan Term:   \*

Loan Purpose:  \*

Repayment Frequency:  \*

Repayment Type:  \*

Product Variant:  \*

#### Adjustments

Base Rate Margins  
Rate Plan

#### Promotions

No promotions have been applied

#### Default Interest Rate

Interest Rate

Interest Rate Override  %

#### Product Fees

Fee	Description	Amount/Percentage	Occurrence	Application
Mortgage Risk Fee	<input type="text"/>	0.00%	Initial	Upfr ▼
Title Protection Fee	<input type="text"/>	\$0.00	Initial	Upfr ▼
Establishment Fee	<input type="text"/>	\$50.00	Initial	Upfr ▼

Initial Fees \$50.00  
Ongoing Fees \$0.00

Figure 26 - Product Details Control

To recalculate the information in this control, a button or action must be available to trigger the workflow to run the loan calculator (and potentially product selector) object. Solutions have a range of different ways of achieving this, so review your solution to determine when recalculations occur.



# Usage

## Activating Version 2 of the Product Module

This new and improved Version 2 of the product module can be activated from the 'Manage Company' screen. See below.

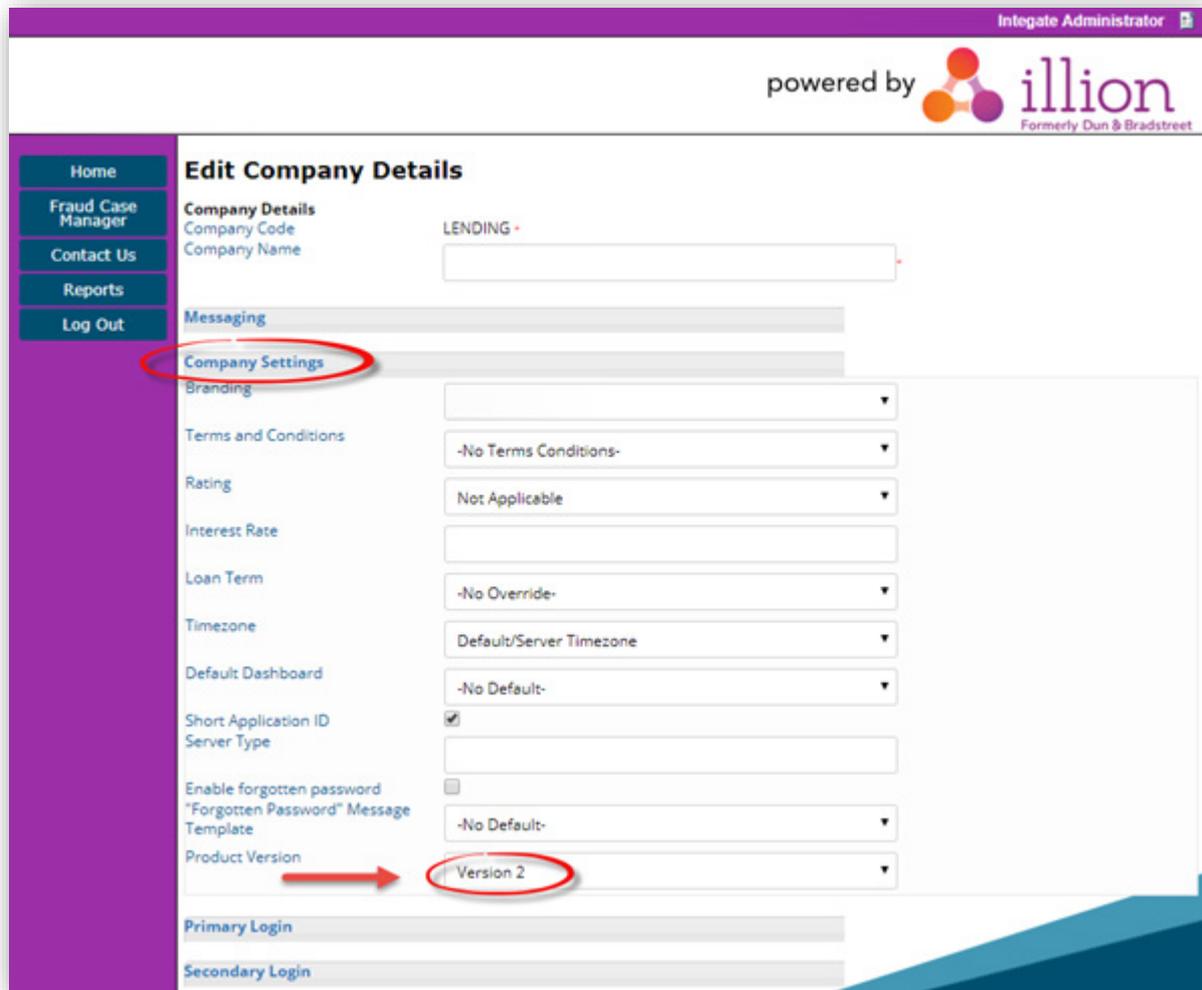


Figure 27 - Manage Company - Company Settings

Ensure you select save at the bottom of the page before logging out and back in again. The new product and pricing module will now be enabled.

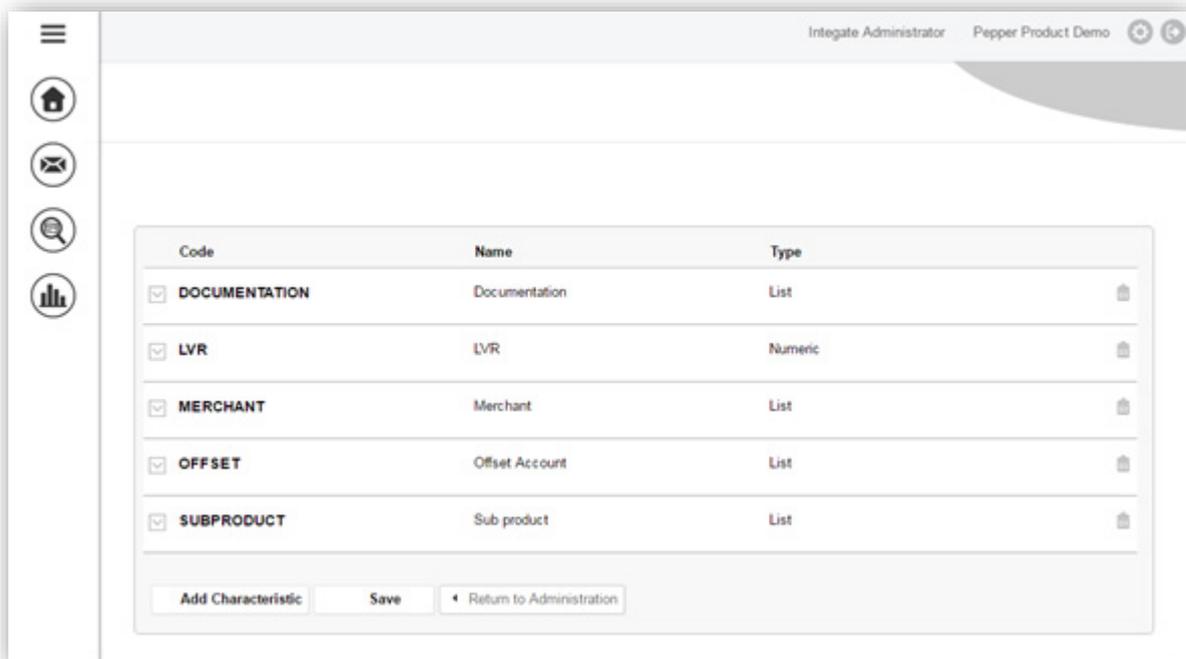


## Creating a Product with Variants

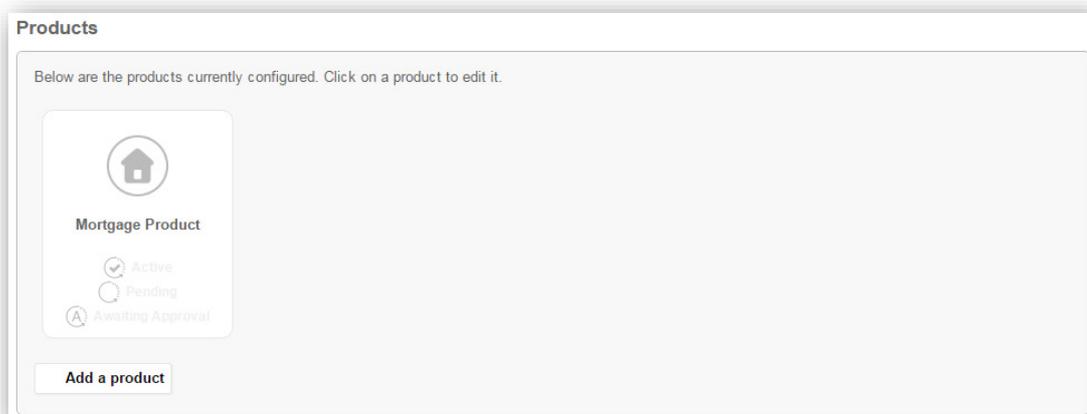
The following steps should be followed when creating a new product with variants within the new module.

**Note:** It is a good idea to plan your changes before you begin in order to ensure you know which variants are required, and which characteristics are required to select them. This will make the set up process easier.

1. Navigate to Administration > Product & Plan Configuration > Manage Characteristics



2. Add any required characteristics that do not already exist.
3. Update your product selector with the calculations for any new characteristics (for more information on flow updates, contact Decision Intellect)
4. Navigate to Administration > Product & Plan Configuration > Manage Products and select 'Add a product'





5. Select the product type and give the product a name

**Create New Product**

Product Name \*

Product Type \* **Mortgage**  
A mortgage product with an annual interest rate and an optional initial rate.

**Loan Product**  
A principal amount repayed over a term with an annual interest rate.

**Credit Card**  
A fixed credit limit product with minimum repayments and an annual interest rate.

The specifics of this product may vary between applications

6. Check 'The specifics of this product may vary between applications' and press 'Next'
7. Assign names to the variants and select the settings that will be set at the variant level. Select 'Create'

**Create New Product**

Give each variant of this product a name

<input type="text" value="Variant Name"/>	<input type="button" value="Delete"/>
<input type="text" value="Variant Name"/>	<input type="button" value="Delete"/>
<input type="text" value="Variant Name"/>	<input type="button" value="Delete"/>
<input type="text" value="Variant Name"/>	<input type="button" value="Delete"/>
<input type="text" value="Variant Name"/>	<input type="button" value="Delete"/>

Select the details of this product that may vary between applications

**Product Settings**

- Loan Amount Limit
- Loan Term Limit
- Display Name
- External Code

**Interest Rate Settings**

- Interest Rate

**Fee Settings**

- Applicability
- Fee Amount
- Occurence
- Display Name
- External Code

8. Set the values on the product setup screen that will not change between the different variants.
9. Select 'X Variants of this product'.
10. Set the values of the settings you selected at Step 7 for each variant (you can also add any additional varying settings if required)
11. Click the save (down arrow) button to close the variants popup.
12. Click 'Setup variant selection matrix'
13. Select the characteristics that will determine the appropriate variant, click 'Save'.
14. Select, for each combination of characteristic values, the appropriate variant, click 'Save'.
15. Select 'Make this change immediately' and click 'Save'.
16. Navigate to Administration > Product & Plan Configuration > Product Variants Approvals.
17. Select your new product, scroll to the bottom and select 'Confirm'.



## Adding a Fee

The following steps are involved in adding a new fee to an existing product:

1. Navigate to Administration > Product & Plan Configuration < Manage Products
2. Select 'Add a fee'.
3. Set up the template fee settings.
4. Open a product you wish to add the fee to, select 'Edit'.
5. Select 'Add a fee', select the fee you have just created and click 'Next'.
6. Set the values for the fee on this product.

The screenshot shows a configuration form for a 'Mortgage Risk Fee'. At the top, it displays '0.00' and 'Percentage-based'. Below this, there are three dropdown menus: 'Fee Amount' set to 'Percentage-based', 'Occurrence' set to 'Single', and 'Default Payment Option' set to 'Upfront'. There are two buttons, 'Applicable' and 'Optional', with 'Applicable' selected. At the bottom, there is a checkbox labeled 'Show More Options' which is checked.

7. If the fee is not applicable to all variants, select optional, scroll back to the top and open the variants setup.
8. Go to the Fee Settings - Basic tab and for each variant of the product, select whether the fee is applicable or optional.

The screenshot shows the 'Edit Variants' interface with tabs for 'Product Settings' and 'Fee Settings'. Under 'Fee Settings', there are sub-tabs for 'Basic' and 'Adv.'. The 'Basic' tab is active, showing a table of fee settings for three different fees: 'Mortgage Risk Fee', 'Title Protection Fee', and 'Establishment Fee'. Each fee has a 'Variant Name' column with 'Default' and 'White Label Partner' rows. The 'Mortgage Risk Fee' is set to 'Applicable' for both variants. The 'Title Protection Fee' is set to 'Optional' for both variants. The 'Establishment Fee' is set to 'Applicable' for both variants. The 'Fee Amount' column shows 'Percentage-based' for Mortgage Risk Fee, 'Fixed Amount' for Title Protection Fee, and 'Fixed Amount' for Establishment Fee. The 'Default Payment Option' column shows 'Upfront' for all three fees.



9. Save the product, approve as necessary, repeat steps 4-9 for each additional product you need to add the fee to.

## Adding an Adjustment

The following steps should be followed when adding a new non-varying adjustment to an existing product. Remember that you need only fill in the values for an adjustment that are altered; the other values will be taken from the product that has already been set up.

1. Follow the steps to create a product as above, but at step 4 select 'Add an adjustment' instead of 'Add a product'.
2. On the product management page select 'Change adjustment order'.
3. Put the new adjustment into the correct place in the adjustment order.
4. Open a product you wish to add the adjustment to, select 'Edit'.
5. Search for the adjustment you have just created in the Adjustments and Promotions section and select it. If the adjustment is to be automatically applied, select 'applicable', otherwise select 'optional'.
6. Save the product, approve as necessary, repeat steps 3-6 for each additional product you need to add the adjustment to.

## Adding a Promotion

The following steps should be followed when adding a new non-varying promotion to an existing product using a promotion code.

1. Follow the steps to create a product as above, but at step 4 select 'Add a promotion' instead of 'Add a product', also add a promotion code to this promotion.
2. On the product management page select 'Change promotion order'.
3. Put the new promotion in the correct place in the promotion order.
4. Open a product you wish to add this promotion to, select 'Edit'.
5. Search for the promotion in the 'Adjustments and Promotions' section, select it.
6. Select 'optional'.
7. Save the product, approve as necessary, repeat steps 3-7 for each additional product you need to add the adjustment to.
8. To add the promotion to an application, add a product including that promotion and enter the promotion code.

Should you have any questions around how to use the new Product Module detailed in this user guide please contact the illion Software Solutions Product Team via email – [softwaresolutions@illion.com.au](mailto:softwaresolutions@illion.com.au)



# Document History

Version	Date	Author	Description
0.1	22/02/2017	Luke Croft	Initial version
1.0	23/02/2017	Claire Fawbert	Review and sign off of User guide
1.1	04/05/2018	Fiona Maher	Transferred to illion template and updated screen shots
1.2	22/06/2018	Luke Croft	Updated based on product development
1.3	01/03/2019	Chloe Jerram	Updated product name