CONTROL DATA® CYBERLOAN SERVICE:

AN AUTOMATED LOAN AND SALES FINANCING SYSTEM

CONTROL DATA
CORPORATION

Control Data Corporation now offers a new data processing service designed especially for consumer loan and sales finance companies. CDC's CYBERLOAN Service is an on-line consumer loan system developed for modern large-scale computers using traditional consumer loan industry time-tested techniques. It extends the original concept of CDC's CYBERNET® Service, the nation's most comprehensive nationwide computer network, by automating all operations handled in branch offices of consumer loan companies.

Offered as a "total services" package, CYBERLOAN Service provides the hardware (including the terminal), software and communications equipment required for on-line processing of loan accounts, either on a lease or purchase arrangement. The service also provides comprehensive training for branch office personnel, and can include technical and facilities management support to develop customized programming and even to operate a complete computer system for your organization.

HOW CYBERLOAN OPERATES

Key to the new service is a stand-alone programmable computer called the CYBERLOAN Terminal, which operates in many modes with a high-throughput capability. This typewriter-entry terminal records all transactions on a continuous form, debits and credits ledgers, prints checks and performs other traditional functions required in branch offices.

Using the KRONOS time-sharing operating system, terminal operators converse with a centrally located CONTROL DATA® CYBER 70 Model 73 supercomputer to create, update and maintain loan account records. Because the KRONOS System is a generalized, standard, commercially available operating system, it provides even more than these basic branch office operations. As part of the CYBERNET Network, KRONOS also allows users to perform traditional time-sharing and remote-batch operations concurrently. Thus users not only execute their own programs on this system but also have access to Control Data's comprehensive time-sharing and remote-batch applications program library.

A FLEXIBLE APPROACH TO AUTOMATION

For example, as a CYBERLOAN Service user, you have a wide variety of options for a truly custom-tailored service:

Conventional CYBERLOAN Service — Under this arrangement, CDC provides the CYBERLOAN Terminal (for purchase or lease) which transmits financial information to a centrally located supercomputer. Control Data handles the technical details of operating and maintaining the supercomputer; you handle normal financial activities via the terminal. Costs are based solely on the number of transactions processed. And a wide range of high-speed terminals for linking your home office to the central computer are also available from Control Data Corporation on either a lease or purchase agreement.

Your Own Data Processing Facility — If you desire, you can lease or purchase your own primary CDC supercomputer system with KRONOS and the CYBERLOAN programs. You have the further option of operating the facility with either your own personnel or Control Data personnel.

Training and Conversion — Control Data also provides complete flexibility in training and conversion as part of its total services offering. CDC can train your branch office personnel to operate the terminals and software using a custom-designed comprehensive training package of user manuals, self-teaching materials, flip-charts and other documentation. CDC instructors can teach your personnel to operate and maintain your primary supercomputer system; they can also assist in the conversion of your present record-keeping system to the CYBERLOAN system. Or, if you desire, Control Data can handle the entire conversion task.

ASSOCIATION WITH A COMPUTER COMPANY

Further support is provided for customers of CYBER-LOAN Service through the total corporate assistance of Control Data. This is ensured by the close cooperation of CDC's many divisions which function as a single vendor to:

- Manufacture the central computer system
- Provide and maintain all terminals which access the computer
- Provide the CYBERLOAN application programs
- Coordinate all telecommunications activities
- Train personnel in the use of CYBERLOAN Service
- Operate several secure data centers which maintain confidential files for a large number of customers

ADVANTAGES OVER EXISTING SYSTEMS

In comparison to existing consumer loan and sales finance on-line systems, CYBERLOAN Service is the *only* service that provides *all* these key features:

Unique CYBERLOAN Terminal — Overall design and programmable concept of the CYBERLOAN terminal give it the unique capabilities to:

- Increase the number of accounts one employee can handle
- Decrease the number of key depressions required for data entry and control
- Decrease communications charges because of its ability to compress data strings being transferred to and from the central site
- Provide expandability to a stand-alone computer

Larger Data Fields — Money and term fields are enlarged to accommodate full-scale sales finance systems.

Applicable Throughout Continental United States — Because of its comprehensive rate structure, CYBERLOAN Service can operate throughout the 48 contiguous states.

Concurrent Processing Operations — CYBERLOAN Service loan operations can be performed concurrently with non-CYBERLOAN time-sharing and remote-batch operations.

Upward Compatibility — Because of Control Data's dedication to providing upward compatible hardware and software, the CYBERLOAN system can easily be upgraded to take advantage of enhanced CDC equipment and operating system software — thus guarding against obsolescence.

Optional Central-Site Placement — CYBERLOAN Service can be operated from either a single centralized site, or from regional data centers to reduce transmission costs.

High-Speed Terminal Access — CYBERLOAN Service provides for high-speed terminal access to your data base; the same home office terminal also enables you to transmit information to the data center, as well as communicate with CYBERNET Centers for standard batch processing of non-CYBERLOAN computer operations.

Easy-to-Use Software — CYBERLOAN programs are written in high-level, simplified languages with expandable record formats that can be custom tailored to any consumer loan and sales finance activity.

Single-Vendor Efficiency — Since Control Data provides all the "pieces" to the CYBERLOAN package — hardware, software, education, consulting, and operations personnel — you get the advantage and efficiencies of total services control through a single vendor.

CYBERLOAN Service will be used by Commercial Credit Company (a subsidiary of Control Data), and its associated loan subsidiaries. Conversion to the new service will begin in 1972.

For further information, contact your nearest Control Data sales representative, or CYBERLOAN Service, Control Data Corporation, 5272 River Road, Bethesda, Maryland. (Phone (301) 652-2268, Ext. 254).