



Press Release- For Immediate Release

The Development Bank of Rwanda (BRD) digitalizes its Credit Management Process in partnership with the Q-Lana

[Kigali, Rwanda - 31st January 2023] Today the Development Bank of Rwanda (BRD) and Q-Lana Inc celebrated a significant milestone of the bank's digitalization journey with the “go-live” event of its Credit Management Platform.

The teams of Q-Lana and BRD configured Q-Lana’s Open Banking Platform to digitalize the bank’s entire lending process - including acquisition, assessment, approval, disbursement, monitoring, and collection, all which can now be managed online by the bank’s staff.

This is a crucial turning point in BRD's digitization journey. The bank’s development objectives and customer experience will significantly improve thanks to a quicker turnaround time for lending decisions, better tools for more comprehensive loan analysis, and enhanced project monitoring.

During the “go-live” launch event, BRD CEO Kampeta Sayinzoga thanked the teams of both companies for taking part in a collaborative process to convert the detailed steps of the bank’s loan process into a seamless application. This was the goal when embarking on the project and it has been achieved. *“We aim to champion excellence in all our ways. This go-live will enable us to make another major step towards a digital bank by providing our clients with faster processes for the kind of service they deserve.”* – Kampeta Sayinzoga, CEO of BRD.

Christian Ruehmer, Co-Founder and CEO of Q-Lana echoed the remarks: *“we are proud of what we have achieved together”, he said. “Lending processes in development banks are often very detailed due to the nature of the products. Our joint teams have overcome those challenges. With this, we have laid the basis for a great collaboration going forward.”*

Over 130 BRD staff members from 12 different departments will use the Q-Lana platform throughout the complete lifecycle of the loan process for originating, monitoring, managing, amending, and restructuring loans. With the new platform, loan agreements and more than 20 other banking documents now will be generated online for clients.

As part of the ongoing collaboration, Q-Lana will continue to work with BRD to further support the client onboarding process and interactions with clients online.



About BRD

The Development Bank of Rwanda (BRD) Plc is mandated to ensure that the private sector plays its role in sectors critical to achieving the National Strategy for Transformation (STI) and the Sustainable Development Goals (SDGs) by providing them with affordable, long-term, and customized development finance. The Bank has contributed to the country's economic growth and development through financial and non-financial investments in key growth areas and progressively realigns itself to ensure relevance and enhanced value creation, competitiveness, and sustainability of its operations. Through its financial and non-financial products and services the Bank supports small, medium, and large enterprises directly or through other financial institutions to reach wider market base.

BRD has 7 key intervention areas including Energy, Agriculture, Exports, Housing & Infrastructure, Education, Climate Change, and digital economy. The Bank's products and services offerings include investment loans, grants, guarantees, trade finance and advisory services.

About Q-Lana

Q-Lana Inc. was created in 2016 in the US with operations in Belgium and Rwanda and a development team in India. Q-Lana's Open Banking Solutions helps financial institutions of all sizes and business models to succeed with digitalization. The flexible, low code-based platform, combined with decades of experience and expertise in SME lending and risk management, makes Q-Lana a perfect development partner for financial institutions. With its cloud and server-based solutions, Q-Lana can help institutions to embark on the path of digitization, as well as to implement a full-scale digital ecosystem based on APIs and microservices. Q-Lana also targets specialized Asset Managers looking to digitalize the asset origination and fund management activities.

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