

CASE STUDY

SME lending at scale

How Esquire Financing Inc. powers business growth with Oradian





The emergence of cloud core banking platforms

The banking industry has undergone significant transformation over the past decade, driven by technological advancements and changing consumer expectations. These shifts, influenced by rapid innovation in other sectors, have reshaped financial institutions' operational strategies.

In-house systems, once the preferred choice for financial institutions, offered extensive customisation but proved expensive and complex to maintain. These legacy systems created bottlenecks in innovation and hindered the ability to swiftly launch and refine products—an essential requirement in today's fast-paced market.



Cloud core banking platforms have emerged as the solution, offering the agility and flexibility needed to thrive in a highly competitive, fast-moving environment where brand loyalty is increasingly fleeting, and connectivity is vital.



With technology you're able to scale faster without having to roll-out additional branches, so I think the investment in technology isn't a cost-saving strategy, but a scale-maximisation strategy



Rajan Uttamchandani
Chairman, Esquire Financing Inc.



Background: SME lending in the Philippines

SME financing companies in the Philippines play a vital role in enabling small businesses to grow, especially those without collateral or access to traditional banking services. By offering fast, flexible funding, they help bridge the financial gap that often holds entrepreneurs back.

Sector

Financing company

Use case

SME lending

Country

The Philippines

Yet many of these companies have struggled to scale due to legacy systems, manual workflows, and limited integration with modern fintech solutions. As competition intensifies and customer expectations evolve, digital transformation is no longer optional, it's essential to continue delivering inclusive, efficient financial services to the SME sector.



About Esquire Financing Inc.

Operating since 2011, Esquire Financing Inc. is a trusted non-bank financial institution dedicated to fueling the dreams of entrepreneurs across the Philippines.

Taking pride in its minimal documentary requirements, flexible interest rates, and swift approval process, it has supported the entrepreneurial dreams of over 30,000 small and medium enterprises and counting. The company has been honoured with awards and recognition from ADFIAP, DTI Phils; Makati Business Club, Rotary Club of Makati, PCCI, Go Negosyo, Harvard Business School, Global Banking & Finance, MAP, Philippine SME Business Expo & Conference, YPO, and other organizations.

Esquire Financing Inc. in a snapshot:



The Leading SME financing company in the Philippines.



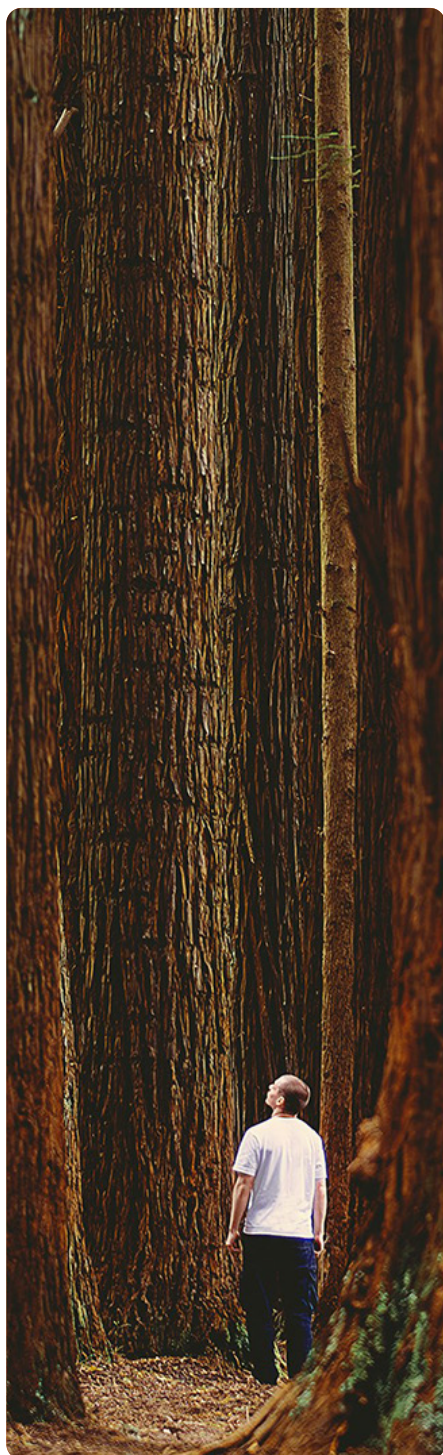
Loans are approved in as fast as 1 business day.



Provides non-collateral, flexible loan solutions to SMEs.



Journey to the cloud



Given its success, Esquire Financing Inc. strengthened its focus on digitalization to future-proof operations and continuously improve internal efficiencies. While the company had already established itself as a leading non-bank financial institution, it recognized the need to evolve its systems for greater scalability, integration, and agility. The move toward digital transformation aimed to unify workflows, enhance team collaboration, and ensure faster, more informed decision-making through a single source of truth.

To accelerate their digital transformation, Esquire Financing Inc. selected Oradian's cloud-native core banking platform, Instafin. The transition to Oradian's platform was an extensive process, presenting both opportunities and challenges. Key Phases included:

- **Discovery and solution alignment:** Esquire Financing's unique operating model presented an opportunity to design a future-ready solution tailored to its evolving needs. Through a collaborative and focused approach, the team worked closely with Oradian to align on business requirements—enabling a swift and seamless implementation completed within just three months.
- **Leveraging Oradian's expertise:** Embracing a spirit of collaboration, Esquire remained open to expert guidance, prioritizing strategic change management over replicating legacy processes. This forward-looking mindset paved the way for a more agile, integrated, and scalable platform.
- **Tailored solutions to strengthen product offerings:** With Oradian's adaptable technology, Esquire introduced enhanced functionalities such as cheque auto-filling, rebate calculations, and rediscounting. These custom features supported the company's mission to provide efficient, client-centered financial solutions.
- **Operational enablement and team onboarding:** Recognizing the importance of organizational readiness, Esquire championed comprehensive training and change management efforts. This ensured team alignment and confidence throughout the transition process.
- **Go-live and continuous optimization:** In May 2023, Esquire successfully processed its first loan through Oradian's system—a key milestone in its digital journey. Since then, efforts have continued to optimize the platform, reinforcing Esquire's commitment to innovation and long-term operational excellence.



Why Oradian?

Esquire's decision to partner with Oradian was driven by several key factors:



True cloud-native architecture

Unlike competitors, Oradian offers a fully cloud-based infrastructure, providing real-time access, scalability, and security.



Instafin's support for non-collateral loans

Oradian was one of the few vendors capable of supporting Esquire Financing's unique loan structure. Previously reliant on workarounds, Esquire can now leverage built-in digital solutions within the Oradian platform to achieve the business flexibility needed to serve their clients effectively.



Instafin enables seamless integration

Esquire Financing Inc. can now connect their core banking system with external tools such as document onboarding, OCR, and CRM platforms, eliminating silos and enabling a more unified, efficient operation.



Local presence and long-term commitment

Oradian's deep market knowledge and on-the-ground team ensured a hands-on approach to implementation and ongoing support. Esquire valued this commitment and signed a five-year partnership.



Customisation and flexibility

The ability to develop bespoke functionalities such as rediscounting and cheque auto-filling gave Oradian a competitive edge.



Oradian demonstrated experience, local know-how and a dominant track record in the Philippines, making them a natural partner.



Rajan Uttamchandani
Chairman, Esquire Financing Inc.



Oradian's impact



With Instafin, Esquire Financing Inc. gained a reliable, real-time source of truth. They chose to build their own data warehouse powered by live data from Instafin, enabling seamless integration with other essential systems.

This strategic move elevates their data management and decision-making capabilities, paving the way for a fully automated, streamlined product offering and enhanced operational control. Since adopting Oradian, Esquire has experienced significant improvements:

- **Tripled loan portfolio in under 2.5 years**
Oradian has enabled rapid scaling, something that was previously unattainable with their old system.
- **Faster loan approvals**
Previously, loan approvals took days. With Instafin, approvals now take just hours.
- **Enhanced operational efficiency**
Automation of manual tasks has drastically reduced turnaround times for loan processing and collections.
- **Data-driven decision making**
Real-time dashboards and dynamic reports provide management with instant insights into business performance.
- **Paperless operations**
Esquire Financing Inc. has leveraged Instafin's overall capabilities to streamline and digitise their workflows. This has resulted in reducing costs, improving compliance, and supporting a broader transition toward fully paperless operations.
- **Scalability and flexibility**
Oradian's API-first approach allows Esquire to develop and integrate new fintech solutions seamlessly, including potential partnerships with GCash.



By leveraging Oradian's platform, we at Esquire Financing Inc. have been able to streamline operations and stay at the forefront of digital transformation.



Stephen Williams

Chief Technical Adviser, Esquire Financing Inc.



Future of the partnership

Esquire Financing Inc.'s partnership with Oradian marks a significant step in its journey toward becoming a digital-first organization. As a forward-thinking non-bank financial institution, Esquire is embracing technology to drive smarter decision-making and deliver greater value to its clients.



Esquire Financing Inc. focuses on their business and trusts us with the tech. By using Oradian's real-time data, integrations, and faster approvals, they've scaled quickly. Trust, openness, and shared goals drive our success. Oradian is their tech platform for today and what's next.



Antonio Separovic
Co-founder & CEO,
Oradian

With Oradian's real-time database replication, EFI now has instant access to live production data, enabling more robust analytics, seamless integrations, and data-driven strategies that support scalable growth. This foundation strengthens their ability to innovate and respond swiftly in a dynamic market.

EFI has chosen Oradian's Notifier service to automate external processes triggered by data changes within Instafin. With Notifier, they can execute actions instantly as soon as specific changes occur, enabling faster, more responsive operations. Their growth plans include:

- Expanding to serve a wider base of regular clients.
- Increasing daily loan processing capacity to 100 applications.
- Deepening integrations with fintech leaders like GCash to enhance accessibility and service delivery.

Conclusion

The digital transformation of Esquire Financing Inc. is a testament to the power of collaboration between fintech and financial institutions. Through Oradian's cloud-native core banking system, Esquire has not only modernised its operations but has also reinforced its position as a market leader. The journey continues, with ongoing innovations set to unlock even greater efficiencies and growth opportunities.



Get in touch

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