



Esquire Bank Utilizing nCino to Boost Efficiencies and Improve Customer Experience

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Cloud-based digital banking platform brings more speed, efficiency to bank's process

WILMINGTON, N.C., Dec. 5, 2018 /PRNewswire/ -- nCino, the worldwide leader in cloud banking, today announced that Esquire Bank has gone live on the [nCino Bank Operating System](#). The Jericho, New York-based financial institution adopted nCino's digital banking platform to automate and optimize its commercial banking processes in order to enhance the experience of both the bank's customers and employees.

"At Esquire Bank, meeting and exceeding business customers' expectations requires transparency," stated Andrew C. Sagliocca, President & CEO of Esquire Bank. "With the nCino platform, our sales relationship managers, senior lending underwriters and lending operations all have visibility into the underwriting process with a touch of a button. This transparency gives customers more insight into our lending process, reduces frustrating redundancies and boosts efficiency for our bank and our commercial customers. By adopting nCino and building a unique technology stack tailored for the legal community, we are transforming Esquire into a leading fintech and commercial lender in the litigation market."

Esquire Bank vetted several technology solutions to support its growth initiatives, ultimately selecting nCino as the best solution to help drive customer centricity, digitize business processes and leverage data to power decision making. nCino's scalable and flexible platform, which is built on the Salesforce platform, is helping fuel Esquire's growth initiatives for the long-term through a unique combination of centralizing essential loan origination capabilities with customer relationship management (CRM), enterprise onboarding and account opening, business process management and instant reporting.

"With nCino, Esquire Bank employees are working more collaboratively and have greater visibility across their portfolios as well as the entire client relationship," said Paul Clarkson, Senior Vice President of Community and Regional Financial Institutions at nCino. "We're proud to be working with Esquire and look forward to providing them with continuous innovation and product enhancements that will further evolve and enrich their customer relationships and make a real difference in the lives of their employees."

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. Follow @nCino or visit www.ncino.com.

About Esquire Bank

Esquire Bank, National Association, is a full-service commercial bank dedicated to serving the financial needs of the legal industry and small businesses nationally, as well as commercial and retail customers in the New York metropolitan area. The bank offers tailored products and solutions to the legal community and their clients as well as dynamic and flexible merchant services solutions to small business owners. For more information, visit www.esquirebank.com.

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