Transforming the Lending Marketplace Industry with Innovation

Lending Club is the nation's leading online credit marketplace. Its mission is to transform the banking system to make credit more affordable and investing more rewarding. It operates at a lower cost than traditional banks. Savings is passed onto borrowers in the form of lower rates and to investors in the form of solid returns. Lending Club operates online, leveraging software innovation to lower costs and deliver a superior user experience.

LendingClub

AT-A-Glance
- 600+ employees
- Headquartered in San Francisco, CA
- Founded in 2006

About Lending Club
Lending Club utilizes technology and innovation to reduce costs and offer borrowers better rates and investors better returns. As of June 30, 2014, over $5 billion in personal loans have been issued through the Lending Club platform, which has more than doubled annual loan volume each year since launching in 2007. The Company has been prominently recognized as a leader for its growth and innovation, including being named one of Forbes' America's Most Promising Companies three years in a row, a 2012 World Economic Forum Technology Pioneer, and one of The World's 10 Most Innovative Companies in Finance by Fast Company in 2013. Lending Club is based in San Francisco, California. More information is available at: https://www.lendingclub.com. Currently only residents of the following states may invest in Lending Club notes: CA, CO, CT, DE, FL, GA, HI, ID, IL, KY (accredited investors), LA, ME, MN, MS, MT, NH, NV, NY, RI, SD, UT, VA, WA, WI, WV, or WY.

Exponential Growth
- In 2006, Lending Club opened with its objective set on radically changing the way lending operates.

- By August 2012, the company had achieved early success, but had two critical needs: high-quality technical management consulting and a scalable infrastructure to match its growth.

- The company was also challenged to identify technology leaders having the level of experience and expertise that would position them for success in San Francisco's highly competitive labor market.

Making Software And Systems Visible
- Lending Club hired Telegraph Hill to conduct a thorough review of their existing technology platform, documenting the connections between source code, user functionality, and technical operations while identifying architectural limits on their growth.

- In three months, Telegraph Hill completed their assessment and provided their guidance, enabling Lending Club to accelerate hiring.

- This work put Lending Club on course to greater organizational and technological scalability.

Organizational Scaling
- Telegraph Hill was instrumental in identifying and recruiting key technology leaders for Lending Club's growth, aligning technology with business strategy.

- Telegraph Hill's leaders have deeprooted relationships with local Bay Area engineering elites where excellence in quality and security are the norm.

- Critical and timely hires in development, QA, and operations were sourced directly through Telegraph Hill's network, a process that continues today.

Case Study: Telegraph Hill
Program Initiatives & Lending Club

"Telegraph Hill's managers excel at evaluating top technical talent across the entire spectrum of skills necessary for a rapidly-growing, elite software-as-a-service firm like ours," said John MacIlwaine, chief technology officer of the Lending Club. "Although they are not a staffing firm, they've assisted us in building a great team."
— *John MacIlwaine, Chief Technology Officer*

Why Work With Telegraph Hill?

- Accelerate your business software development and growth with our co-located agile development teams
- Extend your SaaS technical management capabilities
- Hire hard-to-find technical professionals
- Improve your development, quality, and deployment processes
- Keep your business customers and investors highly satisfied

About Telegraph Hill Program Initiatives, Inc.

Founded in 2011, Telegraph Hill Program Initiatives is a technology services firm. We provide San Francisco-Bay Area companies with elite, local business software teams, helping them with time-critical projects, achieve scale, and to grow faster. Specializations include SaaS Architectures; SaaS Operations; Agile Development; DevOps Engineering; API Strategy and Implementation; Test Automation; Big Data, BI, and Machine Intelligence solutions. To learn more, please visit www.thpii.com.

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Building Trust And Credibility

Throughout the technology review process, Telegraph Hill identified additional initiatives that would facilitate Lending Club's accelerating growth. Examples include:

Underwriting automation. Telegraph Hill worked on an underwriting automation project, critical to Lending Club's success and credibility with their borrowers and investors. Telegraph Hill incorporated Lending Club's complex, rules-driven architecture with dozens of external integration endpoints and deployed the automation into production, meeting the business sponsor's schedule.

Test Automation. Telegraph Hill implemented Lending Club's initial test automation framework to improve time-to-market, extend regression test coverage, and enable high-quality, fast deployment into production.

Automate year-end tax reporting. A complex and highly deadline-driven project, Telegraph Hill quickly and efficiently engaged with Lending Club's tax and investor departments to gain a full understanding of the business objectives. Telegraph Hill executed a plan, creating process automation and deployed automated tax reporting on schedule.

A Partnership With Results

Since its inception, Lending Club has facilitated more than $5 billion in loans, helping more than 362,000 borrowers achieve their financial goals. Lending Club's success has been supported by its cutting-edge technology platform.

> "Telegraph Hill created a dedicated, highly-skilled cross-functional agile team with strong leaders," said Chaomei Chen, chief risk officer of Lending Club. "They're customer – focused. Their ability to identify potential gaps in the process—then make suggestions on how to overcome them—helped get us to the finish line."

Telegraph Hill Helped Lending Club Scale And Accelerate Growth

- Elite, local business software teams
- C-level technology consulting
- Automated test design and development
- Responsive UI design and development
- Data warehousing and BI
- Machine learning and intelligent systems
- Agile process improvement

> "Telegraph Hill has proven itself a trustworthy partner; results have been high-quality across the board, and the team has worked side by side with our employees with open and honest communications, commitment and drive," said MacIlwaine. "Key deadlines have been met and we're pleased with this partnership. We look forward to continuing to work together in the future."