



## NEWS RELEASE

### CrossState Solutions

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### FOR IMMEDIATE RELEASE

#### CrossState Solutions Announces LendKey as a Partner

**Harrisburg, PA, and Hamilton, NJ** – LendKey ([www.lendkey.com](http://www.lendkey.com)) and CrossState Solutions are pleased to officially unveil their strategic partnership. The partnership represents a substantial stride forward for credit unions in New Jersey and Pennsylvania, empowering them to deliver a comprehensive array of financial products to their members, including private education loans, student loan refinancing and home improvement loans. Integral to this alliance is LendKey's advanced Aliro Platform, designed to facilitate the seamless online buying and selling of consumer loans for credit unions. The partnership also underscores the commitment of both organizations to enhancing the financial offerings and operational efficiency for credit unions in the region.

Since 2009, LendKey has empowered more than 350 financial institutions to offer competitive loan programs and increase their digital presence across various customer acquisition channels and marketplaces. Today, LendKey has helped its clients deploy over \$6 billion in loans and services more than \$3 billion in consumer loans.

"CrossState Solutions is dedicated to providing credit unions with best-in-class solutions, and the LendKey partnership strengthens our mission," said Monika Edlis, Director of Solutions Engagement at CrossState Solutions. LendKey's digital network lending solutions help credit unions grow and manage liquidity by providing easy ways to offer home improvement and student loans. ALIRO, LendKey's loan participation marketplace, makes it possible for credit unions of all sizes to buy and sell loans, promoting fairness and cooperation within the credit union community.

"Our partnership with CrossState is another valuable step in our commitment to empower credit unions with the network lending solutions needed to help manage

liquidity and better serve their members.” said Vince Passione, LendKey CEO and Founder.

### **About LendKey**

LendKey is a financial technology firm and a leader in providing "lending-as-a-service" solutions to credit unions, community banks, and customers. LendKey works with its clients by providing digital loan origination and servicing capabilities and delivering a loan trading marketplace platform for financial institutions and fintechs.

LendKey pioneered the concept of "digital lending networks," which harnesses the collaborative nature of community-based financial institutions to build standard lending programs for private student loans, student loan refinance, and home improvement loans. These programs utilize LendKey's lending-as-a-service platform to provide customer acquisition, online decisioning, loan origination, loan servicing, customer service, and back-office support.

ALIRO is LendKey's loan trading marketplace where financial institutions and other market participants can easily transact. Loans are offered for sale and purchased in either whole loan or fractional loan participation format, and the platform supports both one-time and forward-flow transactions. ALIRO delivers the technology, tools, and ongoing service that financial institutions need to evaluate, execute, and manage loan trades to optimize their balance sheet and risk, focusing on improving net interest income.

### **About CrossState Solutions**

CrossState Solutions, a wholly-owned subsidiary of CrossState Credit Union Association, supports a strong, vibrant climate for credit unions in New Jersey, Pennsylvania, and throughout the nation by offering innovative products and services to move credit unions forward. To learn more, visit [www.crossstate.org](http://www.crossstate.org).