



# Bluestone opens new doors with Mambu.

## Case Study

MAMBU & BLUESTONE



Bluestone is a fast-growing Australian non-bank lender specialising in prime and non-prime residential home loans. Bluestone manages A\$11bn in home loans for Australian and New Zealand customers and has helped nearly 51,000 Aussies and over 13,000 Kiwis with home loans that fit a wide range of circumstances. With case by case assessment of each loan, personal support for every step of the application, and complete transparency, Bluestone works to take the stress out of the home loan process.

- **Mortgage loans**
- **Launched in 2000 in Sydney**
- **Offices across Australia, New Zealand, the Philippines**
- **Migrated to Mambu in 2021**
- **Deployed on AWS**
- **51,000 Aussies and 13,000 Kiwis**
- **270+ employees**

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## The challenge

Having reached a \$11bn portfolio under management, Bluestone was struggling with the existing legacy loan management system. They were unable to create and expand existing product set without extensive customisations to legacy code. In 2020, Bluestone decided to migrate their legacy to a more flexible, agile digital lending platform that can support their growth journey.

## The solution

The upgraded, [digital lending platform](#) includes a significant number of new features and improvements, including a suite of new loan origination and servicing capabilities, and takes Bluestone from a legacy system to an [Amazon Web Services \(AWS\)](#) hosted, cloud based platform, powered by Mambu. Bluestone also worked with the global software consultancy, ThoughtWorks, on the platform's development. "The immediate benefits of our new lending platform, powered by Mambu, are obvious in terms of improved efficiencies and better broker and borrower experiences," comments Mark Jones, CEO of Bluestone.

Bluestone has also developed a new, mobile-first internet banking platform with a number of new features and benefits, enabling a more tailored

approach to lending. Coupled with Mambu's market-leading technology, Bluestone's upgraded digital lending platform significantly speeds up the [home loan](#) approval process.

As well as industry-leading turnaround times, brokers using the Bluestone platform can now leverage a range of features that include automated validation of application information and real-time status updates. Brokers will also benefit from an improved digital settlement process, and enhanced loan tracking with easily accessible lender correspondence.

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**Mark Jones**  
CEO of Bluestone



## The results

The upgraded digital lending platform has resulted in 25 per cent growth for Bluestone for the quarter following the implementation, with this attributed to the combination of the use of the latest technology and Bluestone's personalised approach to each application. "The long-term benefits of speed, flexibility and the ability to seamlessly integrate with new technologies that Mambu enables will see Bluestone solidify its position as a leader in lending in Australia," adds Jones.

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**Mark Jones**  
CEO of Bluestone



25%

**Growth in  
the quarter  
after the go-live**

Mambu. We make financial change happen.

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