

MReport

PRESENTS

LENDING TECHNOLOGY Guide

As the industry continues to correct itself, lenders and servicers are working hard to keep the ship on course by utilizing the latest in technological advances to meet this objective. While great strides have been made in the housing recovery, industry professionals are still standing firm in the face of adverse and unrelenting pressures from the fragile market.

To aid in the recovery, mortgage professionals are turning to the latest in lending technology. This month's issue highlights the best and the brightest in the lending technology space. The companies listed are focused on collaboration and consolidation so that efficiency increases and mistakes decrease. Flip the page and acquaint yourself with the industry leaders that will help you solve your most pressing challenges through their innovative products and solutions.

LEGEND

- SM** SECONDARY MARKET SYSTEMS/ SERVICES
- EM** EMORTGAGE SOLUTION PROVIDERS
- LO** LOAN ORIGATION SERVICES
- CS** COMPLIANCE SYSTEMS
- MT** MORTGAGE TECHNOLOGY SERVICES/PRODUCTS
- RM** RISK MANAGEMENT AND DATA SYSTEMS/ SERVICES
- DT** DOCUMENT TRACKING/ ERECORDING
- IS** INTERNET SERVICES/ TECHNOLOGY PRODUCT
- OS** OUTSOURCING SPECIALISTS
- FD** FRAUD DETECTION
- M** MORTGAGE BROKERS
- DM** DOCUMENT MANAGEMENT/ WORKFLOW SYSTEMS
- AS** APPRAISAL SYSTEMS AND SERVICES
- D** DUE DILIGENCE
- MB** MORTGAGE BANKERS
- QA** QUALITY ASSURANCE/ CONTRACT SERVICES



ClosingCorp

MT RM IS MB CS

**KEY PERSONNEL****Brian Benson**
CEO**Mike Reynolds**
CFO and SVP**Tim Armbruster**
CTO and SVP**Mark Nogaki**
SVP, Sales**Christie Huff**
SVP, Marketing**STAFFING**

50 employees

CONTACT INFORMATION7817 Ivanhoe Ave.
Suite 302
La Jolla, California 92037
Phone: 866.256.7464
Email: support@closing.com
Web: closing.com**CORPORATE PROFILE**

ClosingCorp is the leading provider of residential closing cost data, intelligence, and technologies for lenders, real estate professionals, and consumers. It is the only source for actual closing cost data that includes verified rates from more than 12,000 service providers, as well as current recording fee and transfer tax data for every residential property in the nation. ClosingCorp's proprietary database is the foundation for its groundbreaking technologies, which include SmartGFE, SmartGFE Calculator, SmartOrder, and DART. With these solutions, ClosingCorp has proven to help clients dramatically improve productivity and transparency, reduce expenses, stay in compliance, and expedite the closing process.

COMPANY HISTORY

Founded in 2005, ClosingCorp was the first company to enable consumers to shop and compare title insurance rates. In 2008, the company launched Closing.com, the industry's most comprehensive, one-stop-shop for real estate services on the Web. By uniquely bringing transparency to the closing process, Closing.com can be used to evaluate real estate services in specific geographic areas and facilitate direct inquiries to service providers online.

In 2010, ClosingCorp launched its SmartGFE Service, the first and most comprehensive data technology that provides up-to-date title and settlement fees, real estate services costs, recording fees, and transfer taxes for all residential properties in America. The service delivers real-time rates directly from ClosingCorp's national database of more than 12,000 service providers and enables lenders to instantly generate a guaranteed RESPA-compliant good faith estimate (GFE). For seamless workflows, SmartGFE is integrated with popular loan origination software platforms such as Ellie Mae Encompass360, FIS Loan Origination Studio, LPS Empower, Calyx Point, and others. SmartGFE protects lenders from RESPA-tolerance violations related to Blocks 3-8.

In 2013, ClosingCorp introduced SmartOrder, the industry's first online ordering technology that includes verified pricing with every order. SmartOrder is the ultimate in time-saving convenience with features for order submission, acceptance and monitoring; appointment scheduling; electronic delivery of information and documents; and documented pricing for each order.

PRODUCTS AND SOLUTIONS

- SmartGFE Service—Instant access to guaranteed compliant GFE data that's easily integrated with current workflows.

- SmartGFE Calculator—Online pricing tool for title and settlement services, recording fees, and transfer taxes.
- SmartOrder—Automated, online ordering technology with verified and documented pricing.
- Professional Services—Bulk data, analytics, and services representing the richest resource of closing cost and service provider intelligence available today.

KEY FEATURES/BENEFITS

- The most comprehensive, accurate closing cost data available including verified rates from more than 12,000 service providers.
- Precise recording fee and transfer tax data for every residence in the nation.
- Fast, easy, online access to RESPA-compliant GFE data.
- Streamlined pricing process for residential real estate transactions.
- Improves productivity, reduces expenses, maintains regulatory compliance, and expedites the closing process.

COMPETITIVE ADVANTAGE

ClosingCorp is the only available source of current rate and fee information from more than 12,000 real estate service providers, as well as the most up-to-date recording fee and transfer tax data that can be accessed instantly. The company's unparalleled ability to deliver accurate results helps lenders avoid costly RESPA tolerance violations, validate efficiencies, and operate transparently.

ADDED VALUE TO CLIENTS

With the Consumer Financial Protection Bureau's new rules in place, lenders must focus more than ever on consumer satisfaction and compliance. ClosingCorp's data, services, and products are updated to meet all of the new requirements, giving its clients one less area about which to be concerned. The breadth and depth of its information also offers clients an invaluable tool by which to benchmark and measure their service providers.

KEYS TO SUCCESS

ClosingCorp has a well-defined and clear focus on providing the most accurate closing data, intelligence, and technologies to make real estate transactions more efficient and transparent.

INDUSTRY AWARDS, ACCOLADES, AND MILESTONES

- *Mortgage Executive* magazine Top 50 Mortgage Service Providers in America—2013
- *Mortgage Technology* Top 50 Service Provider—2013
- *Mortgage Technology* Fix-It Award (Finalist)—2013
- *Mortgage Technology* Top Service Provider—2011



DocMagic



→ KEY PERSONNEL

Dominic Iannitti
CEO

Tim Anderson
Director of eServices

Susan Iannitti
Director of Advertising

Michael Morford
Director of Product Development

Steve Ribultan
Director of Business Development

→ STAFFING

More than 79 employees

→ CONTACT INFORMATION

1800 W. 213 St.
Torrance, California 90501
Phone: 800.649.1362
Web: docmagic.com



CORPORATE PROFILE

DocMagic is the leading provider of fully compliant loan document preparation, compliance, and eDelivery solutions for the mortgage industry.

COMPANY HISTORY

Founded in 1988 by current CEO Dominic Iannitti, DocMagic Inc., is the largest loan document production company in the U.S. Since its introduction, DocMagic's flagship product, DocMagic, has revolutionized the mortgage document industry. The company was an early adopter of numerous technologies, creating innovative products that have resulted in its industry-leading position today. DocMagic has evolved from a local Southern California document service provider to a national phenomenon. The firm has specialized in consistently developing award-winning solutions and technology to make clients more productive, promote operational efficiency, and mitigate compliance risk. DocMagic has received the SSAE-16 Certification. The highest level of certification available, this validates that its software and systems meet the rigorous operational controls associated with Sarbanes Oxley compliance.

BUSINESS LINES, SERVICES, AND PRODUCTS

DocMagic has been a leader in the management and delivery of compliant document packages for lenders for more than 25 years. The company has expanded its offerings over the years to provide a full range of compliance and eMortgage services. Today, the company offers document management, compliance, eSign, and other eMortgage services, LoanMagic, flood determinations, OpenPCL viewer, and in-house processing and fulfillment. In addition, the company has a complete investor delivery service.

PRODUCT SOLUTION

The company's flagship product is DocMagic, an offering that consists of the people, the systems, and the technology to answer all the lender's mortgage document needs. It offers:

- Seamless integration with leading LOSs
- Free predatory lending and compliance auditing
- In-house legal and compliance experts
- Fully compliant eDisclosure delivery
- Free setup and integration services
- Integrated flood zone determinations
- DocMagic's revolutionary eSign technology

DELIVERY PLATFORM

DocMagic can deliver its service in any way the lender requires, though most users use either DocMagic Online or DocMagic Direct through their loan origination system of choice.

KEY FEATURES

DocMagic is specifically designed to keep lenders in full compliance with all state and federal regulations. Along with access to in-house legal and compliance specialists, lenders have access to DocMagic's compliance website, containing a wealth of information, from legal analysis to news and resources.

DocMagic's sophisticated technology delivers a unique combination of speed, ease, and accuracy that saves the lender time and money, keeping originators well ahead of their competition.

DocMagic's responsive support staff does what it takes to solve any concerns and develop solutions that fit each lender's unique needs.

COMPETITIVE ADVANTAGE

DocMagic's team sets it apart. Everything the company has accomplished has been the product of a dedicated group of mortgage professionals, technology wizards, and compliance experts. A culture of fantastic customer service ties them all together. Many of its employees have been with the company for more than 10 years. Some have been there since DocMagic's founding in 1988. Few firms can claim that. Any lender who has worked with a member of DocMagic's staff knows the difference, the value the company brings. It's a source of great pride within the company and a high barrier to entry for any challenger.

ADDED VALUE TO CLIENTS

Its guaranteed compliance solutions are likely the most valuable to DocMagic's clients. Regulations at multiple levels have proven too difficult for lenders to track. The company's compliance solutions are a lifesaver for lenders. The fact that they are bundled so tightly with its document solutions makes DocMagic a one-stop shop for top originators.

KEYS TO SUCCESS

A fanatical focus on customer service. This is the foundation of the company, and everything it does is measured against this. At DocMagic, employees take pride in their ability to answer "yes" to every customer request.

INDUSTRY AWARDS, ACCOLADES, AND MILESTONES

DocMagic has been one of *Mortgage Technology* magazine's Top 50 Service Providers for the last 10 years and a finalist for the 2012 Lasting Impact Award. DocMagic continually maintains SSAE-16 Certification.



Ellie Mae



→ KEY PERSONNEL

Sig Anderman
Founder and CEO

Jonathan Corr
President and COO

Limin Hu
CTO

Cathleen Schreiner Gates
SVP, Sales and Client Services

Susan Chenoweth Scarth
SVP, Marketing

→ STAFFING

400

→ CONTACT INFORMATION

4155 Hopyard Road, Suite 200
Pleasanton, California 94588
Phone: 925.227.7000
Web: elliemae.com



CORPORATE PROFILE

Ellie Mae Inc. is a leading provider of on-demand mortgage management solutions for the residential mortgage industry. Its Encompass platform offers lenders one system of record that automates the entire mortgage process, delivering improved efficiency, loan quality, and compliance. Approximately 3.5 million loan applications ran through Ellie Mae's Encompass mortgage management solution and Ellie Mae Network in 2013.

COMPANY HISTORY

Ellie Mae has been changing what's possible in mortgage lending since being founded in 1997. And while the industry's changed, Ellie Mae's mission to help lenders achieve efficiency, quality, and compliance hasn't.

The company is furthering that mission in 2014 by helping lenders automate and ensure compliance with complex new Ability-to-Repay and Qualified Mortgage rules, enhancing their Total Quality Loan program for lenders and launching Encompass CRM to help lenders market their business and manage leads to succeed in a competitive purchase market.

BUSINESS LINES, SERVICES, AND PRODUCTS

Encompass
Ellie Mae Network
Ellie Mae Total Quality Loan (TQL) program
Encompass Appraisal Service
Encompass CenterWise
Encompass Compliance Service
Encompass CRM
Encompass Electronic Document Management
Encompass Docs Solution
Encompass Product and Pricing Service
Encompass TPO WebCenter
Encompass WebCenter
Mavent Expert System
Success-Based Pricing

GEOGRAPHICAL SCOPE AND COVERAGE AREA

United States

KEY FEATURES

- End-to-end enterprise mortgage management software and services.
- Paperless, electronic management and organization of all borrower documents.
- Ability to transact with service providers within their Encompass software.
- Automated compliance checks for more than 370 federal, state, and local regulations, including new Ability-to-Repay and Qualified Mortgage regulations.

- Customizable milestones, forms, and business rules.
- Enhanced loan officer compensation plan management.
- Integrated customer relationship management (CRM) capabilities.
- Total Quality Loan (TQL) program to help ensure high-quality loans and reduce buyback risk.

DELIVERY PLATFORM:

Software-as-a-Service (SaaS) and licensed software

ADDED VALUE TO CLIENTS

The ability to efficiently originate and fund high-quality, compliant loans with one system of record and services, developed and supported by an Ellie Mae team dedicated to keeping clients successful. A team that includes:

- In-house regulatory compliance counsel and experts.
- Veteran IT and SaaS experts.
- Dedicated account managers.
- Specialized implementation and training managers.
- Technical and mortgage industry support specialists.

KEYS TO SUCCESS

Continued investment in research and development to help lenders automate the mortgage process and improve efficiency, loan quality, and compliance.

GOALS AND STRATEGIES FOR 2014

- Continue automating compliance, which remains a primary concern within the mortgage industry, especially with new Ability-to-Repay and Qualified Mortgage regulations.
- Expand key initiatives, like the Ellie Mae Total Quality Loan program, to help lenders originate and sell high-quality, compliant loans in less time.
- Launch Encompass CRM, a new service integrated in Encompass to help lenders market their business and manage leads to succeed in a competitive purchase market, without the need for separate software or systems.

INDUSTRY AWARDS, ACCOLADES, AND MILESTONES

- *Mortgage Technology Lenders' Choice Award*, 2013
- *Software Magazine Software 500*, 2013
- *Forbes Best Small Companies*, 2013
- *Deloitte Fast 500*, 2013
- *Mortgage Technology Top 50 Service Providers*, 2007–2013
- *Mortgage Executive Magazine Top 50 Mortgage Service Providers*, 2013
- Initial public offering (IPO), April 2011



Global DMS

MT IS CS AS DM



KEY PERSONNEL

Vladimir Bien-Aime
President and CEO

Matt McHale
Chief Revenue Officer

Patricia Rauch
COO

Robert Niess
EVP, Sales

Jody Collup
VP, Marketing

CONTACT INFORMATION

1555 Bustard Road, Suite 300
Lansdale, Pennsylvania 19446
Phone: 877.866.2747
Email: info@globaldms.com
Web: globaldms.com



CORPORATE PROFILE

Global DMS is the mortgage industry's preeminent provider of commercial and residential real estate valuation solutions catering to lenders, banks, AMCs, appraisers, and other real estate entities for all lending business channels. The company's solution set is cost-effectively delivered on a Software-as-a-Service (SaaS) transactional basis that ensures compliance adherence, reduces costs, increases efficiencies, prevents errors, and expedites the entire real estate appraisal and valuation process.

COMPANY HISTORY

Global DMS was founded in 1999 by Vladimir Bien-Aime, a Web application developer with deep domain experience in the appraisal space. The company started with the goal of bringing efficiency and mobility to the appraisal industry leveraging Web-based software and has since grown into the leading provider of Web-based compliant valuation management software. Global DMS has expanded its solution set to cater to lenders, banks, AMCs, and individual appraisers. The company's centralized platform is proven to automate the entire appraisal process and keep organizations 100 percent in compliance. Global DMS recently relocated its headquarters to a larger, state-of-the-art facility to handle an increasing demand for its products.

PRODUCT SOLUTION

eTrac—A Web-based single-source solution that centralizes and compliantly automates all aspects of the appraisal process: vendor management, order, assign, track, review, deliver, sell, and accounting functions.

Global Kinex—Integration solution that compliantly and efficiently delivers appraisals to the GSEs' Uniform Collateral Data Portal (UCDP).

MARS—Proprietary solution that automatically identifies collateral risk, scores each appraisal report's individual risks, reports findings, extracts the PDF from the MISMO XML file, and delivers the data to the GSEs or other investors—all automatically and compliantly.

eTrac WebForms—Produces appraisal and broker price opinion reports entirely online, allowing real estate professionals to be completely mobile and autonomous.

AVM (Automated Valuation Models)—

Incorporates the best-of-breed AVM models from the industry and develops AVM cascades based on lending criteria that is defined by the client-specific business requirements, ensuring the best use of AVMs for prequalification, due diligence, and loan portfolios analysis for the pertinent geographic footprint.

Global Communicator— Gives organizations the ability to better communicate with their staff, vendors,

and loan originators utilizing mass email. The product is capable of producing filtered and targeted emails using mail merge fields with a variety of messaging, incorporating graphics and attachments.

KEY FEATURES

eTrac provides a user interface that allows lenders and AMCs to easily communicate and transact with appraisers working in the field. The company's software offers an appraiser-facing application that provides individual appraisers with a solution to manage receiving orders, keep track of appraisals, create reports, and deliver them. eTrac provides automated submission to Fannie Mae and Freddie Mac's UCDP. eTrac also offers apps that allow customers to manage and drive their internal workflows and preferences. Global DMS offers a mobile application for appraisers operating in the field.

Global DMS integrates tightly with leading LOS providers, allowing clients to have access to all of eTrac's features to manage the appraisal process without ever having to leave their LOS, thus reducing errors and further streamlining the appraisal process.

DELIVERY PLATFORM

One hundred percent Software-as-a-Service (SaaS). There is no hardware to install. Everything resides in the cloud.

COMPETITIVE ADVANTAGE

Unlike many of its competitors, Global DMS has developed a custom platform and solution set that automates the entire valuation management process. Some vendors, however, only focus on certain parts of the appraisal process, while Global DMS handles everything via its all-in-one centralized valuation management platform. Global DMS offers numerous apps, allowing each client to pick and choose what apps it really needs for its business. All apps work seamlessly with eTrac including workflow, automated report builders, AVMs, and Automated Review. In addition, Global DMS has developed standardized and open integration methods for its platform using industry standards like MISMO so AMCs and LOS vendors can do business with any of their partners. Global DMS is a highly innovative, entrepreneurial, nimble, customer-centric, and cost-effective partner.

KEYS TO SUCCESS

Contemporary, sophisticated valuation software that is completely Web-based, easy to implement, and is proven to be highly effective. Innovative, forward-thinking coupled with nimble responsiveness to customers. Deep experience with appraisals and overall knowledge of the mortgage industry. Global DMS is intensely focused on a commitment to customer service and ongoing client relations and collaboration.



LendingQB



→ KEY PERSONNEL

Binh Dang
President

Chris Anderson
Chief Business Development
Officer

→ STAFFING

160+

→ CONTACT INFORMATION

3080 Bristol St.
Suite 550
Costa Mesa, California 92626
Phone: 888.285.3912
Email: info@lendingqb.com
Web: lendingqb.com

LENDINGQB

CORPORATE PROFILE

LendingQB is an SaaS provider of 100 percent Web browser-based, end-to-end loan origination software offering residential mortgage banking organizations lean strategies for optimal performance resulting in faster cycle time and lower costs per loan.

COMPANY HISTORY

LendingQB started in 2003 and was the first company to develop a fully Web browser-based loan origination system. In 2004, LendingQB released an automated underwriting and loan pricing engine, PriceMyLoan. Today, LendingQB is a full-service, centralized platform providing best practice work flow and ongoing redeployment.

BUSINESS LINES, SERVICES, AND PRODUCTS

- Internet services
- Technology products
- Loan origination services
- Document management/workflow systems
- eMortgage solution providers

KEY FEATURES

- Centralized, end-to-end LOS system (appraisal, title, DU forms provided within system)
- Pre-approval letters within 24 hours
- PriceMyLoan engine
- Secure doc uploads—no more emailing
- Loan comparison tool

COMPETITIVE ADVANTAGE

- Provide strategies for best loan origination workflow
- Customer service
- 100 percent browser-based

ADDED VALUE TO CLIENTS

- Lean Lending strategies help clients fully utilize LOS systems and shorten cycle time to six months
- Redeployment every two years

KEYS TO SUCCESS

- Highly motivated and skilled staff
- Adherence to its core principles
- Commitment to a long-range purpose

2014 GOALS AND STRATEGIES

LendingQB continues to execute and evolve its strategy that resulted in more than 50 percent growth in 2013.

INDUSTRY AWARDS, ACCOLADES, AND MILESTONES

Mortgage Technology's Top 50 Service Providers, 2013

SPECIALTY, EXPERTISE, AND QUALITY CONTROL INITIATIVES

LendingQB specializes in developing and deploying solutions to help lenders reduce their mortgage origination costs.

CLIENT TESTIMONIAL

"You can have the best software in the world, but if you can't figure out how to use it, it's not going to work," said Greg Uttal, VP of lending at Ventura County Credit Union. "Support from your vendor is absolutely critical. If the support after one year isn't as good as the support in the first 90 days, that's a problem. I haven't found that to be the case with LendingQB. It's been consistent the entire two years we've been using them."

ADDITIONAL INFO

Lenders are changing LOS technology to reduce costs while ensuring compliance. This transitional period could take years before staff members have sufficient knowledge and experience with the new technology to create optimal workflow. LendingQB developed Lean Lending, a formula of technology combined with business strategy to help lenders operate at peak potential within six months instead of up to 36 months during the transition phase of acquiring new LOS technology.

Lean Lending is a set of best practices providing lenders guidance on what their workflow should be given the LOS technology they have selected. The current average cost to originate a mortgage is \$4,000 per loan file. The hard cost savings to a lender operating at peak potential is between \$1,000 to \$2,000 per loan file. Lenders are looking for operational efficiency improvements between 25 percent and 50 percent in reduction costs per loan. Most LOS vendors focus on the technology—LendingQB's Lean Lending strategy focuses on delivering results through its technology.

The process of deploying, applying, and improving new technology is a huge, costly resource and drain on management, taking them away from important functions such as new business development. Lean Lending greatly reduces the burden on management by freeing them from having to create the best practices within its LOS, which shifts their focus on building opportunities to help drive new business.