The mortgage industry has seen great strides in the world of e-lending, as technology providers have explored every aspect of the lending process with inventiveness and insight, making the process faster, easier, and securer for everyone involved.

As both lenders and borrowers increasingly rely on technology to organize and simplify every aspect of their lives, the need for effective e-lending tools continues to rise. This month, MReport is proud to feature the industry’s top e-lenders—companies that have successfully adapted their strategies to our technology savvy world.

Take a look at the firms that are at the cutting edge of e-lending with elegant solutions that serve lenders and borrowers alike.
Arch Mortgage Insurance Company

CORPORATE PROFILE

Arch Capital Group Ltd.’s U.S. mortgage insurance operation, Arch MI, is the leading provider of private insurance covering mortgage credit risk. Headquartered in Greensboro, North Carolina, with significant operations in Walnut Creek, California, Arch MI’s mission is to protect lenders against credit risk, while extending the possibility of responsible home ownership to qualified borrowers. Combining operational strength, financial strength, and a commitment to providing innovative, easy-to-use solutions, Arch MI is the preferred MI partner for mortgage lenders nationwide.

COMPANY HISTORY

Arch MI was founded in 2014, when Arch Capital Group Ltd. completed its purchase of CMG Mortgage Insurance Company. Within two years, Arch MI emerged as a dynamic MI provider, launching innovative solutions like Arch MI RateStar and Portfolio Power. Lenders seeking a way to differentiate them in the marketplace rapidly adopted RateStar, a risk-based pricing program that more precisely matched MI rates to individual loan risk. At the end of 2016, Arch MI’s parent company acquired United Guaranty Corporation (UGC) and merged the two companies’ operations, making Arch MI the largest U.S. provider of MI products and services.

REGULATORY COMPLIANCE

Arch MI is fully compliant with the GSEs’ Private Mortgage Insurance Eligibility Requirements (PMIERs) and is an approved MI provider for both Fannie Mae and Freddie Mac.

BUSINESS LINES, SERVICES, AND PRODUCTS

Arch MI specializes in providing innovative solutions that expand origination opportunities while enhancing efficiencies and ease of use. RateStar is the company’s dynamic risk-based pricing that matches MI rates more precisely to individual loan risk. Arch Mortgage Guaranty Company (AMGC) supports portfolio lending for eligible mortgage loans that “fall outside the box”—including non-Qualified Mortgage (QM) loans, Jumbos, and loans intended for private securitization.

KEY FEATURES/BENEFITS

- Industry leadership as the largest mortgage insurance company.
- Leadership in industry innovation, demonstrated by Arch MI’s RateStar dynamic pricing solution and AMGC for loans intended for private securitization.

ADDED VALUE TO CLIENTS

Arch MI offers lenders a powerful combination of unrivaled financial strength and tech innovation, allowing them to explore profitable new opportunities, differentiate themselves in the market, and compete effectively for purchase business. Arch MI creates the single best customer experience in the industry—in its personal interactions, in the customer-focused solutions it provides, in the customer-facing systems that support the company’s business. Only Arch MI has the necessary financial and operational strength and drive to introduce genuine innovation to the MI industry, creating unique solutions that directly benefit lenders in terms of cost, speed, convenience, and efficiencies.

KEYS TO YOUR SUCCESS

Arch MI’s dedicated teams are focused on providing customers a fast, friction-free customer experience at every stage of the loan cycle. To achieve this, Arch MI focuses on:

- Listening to its customers describe their challenges.
- Identifying customers actual business needs within those challenges.
- Leveraging Arch MI’s resources, talent, and operational support to successfully develop and execute innovative MI-based solutions that address those needs and exceed expectations.

INDUSTRY AWARDS, ACCOLADES, AND MILESTONES

In 2017, Arch MI was recognized with the following:

- MReport: Women of Impact—Leading Ladies—Sara Millard
- HousingWire: Women of Influence Award—Sara Millard
- HousingWire: Tech 100—RateStar
- HousingWire: Vanguard Awards—Andrew Rippert
- MarCom Awards—Arch MI / United Guaranty Acquisition—Arch MI Together Is Better campaign
- Triad Business Journal: 40 Under 40—Sara Millard
Black Knight, Inc.

CORPORATE PROFILE

Black Knight is a premier provider of technology, data and analytics solutions to the mortgage and consumer loan, real estate and capital markets verticals, known for product excellence. By delivering innovative, seamlessly integrated products with superior capabilities, functionality, and support, Black Knight enables its clients to realize greater efficiencies, drive improved financial performance, and better manage and mitigate risk.

COMPANY HISTORY

Black Knight's earliest predecessor company was founded in Jacksonville, Florida, in 1962. As a leading fintech company for more than 50 years, the company has continued its commitment to deliver innovative and integrated solutions that provide end-to-end capabilities, and that automate all areas of loan servicing.

BUSINESS LINES, SERVICES, AND PRODUCTS

Black Knight offers leading technology across the loan lifecycle. Specifically, Black Knight's eLending strategy is built on the importance of integration, collaboration, access to comprehensive data, an intuitive user experience, and cutting-edge technology. Throughout the entire lending life cycle—from application processing to underwriting, closing, post-closing, servicing and the move to the secondary market—Black Knight provides a full spectrum of solutions to make the process more effective, cost-efficient, and collaborative among all involved parties.

GEOGRAPHICAL SCOPE AND COVERAGE AREA

First mortgages and home equity loans in the U.S.

KEYS TO YOUR SUCCESS

Beyond the company's proprietary technology, data and analytics solutions, Black Knight has long-term and collaborative client relationships that have been a contributing factor to its success. As a result of these strong relationships, Black Knight has become a trusted partner for some of the largest financial institutions in the country.

Black Knight also has a strong track record of continuing to innovate its solutions to meet the evolving demands of the mortgage industry. Additionally, Black Knight is focused on eliminating the barriers that have hindered the adoption of an automated and integrated real estate transaction.

COMPETITIVE ADVANTAGE

Black Knight's eLending offerings are multi-faceted, focusing on providing value to all parties involved in a lending transaction, including settlement agents, lenders, borrowers and any other third-party participants. Black Knight is known for its product excellence, integration capabilities and strong ties with industry experts. These capabilities have established Black Knight as a leader in the mortgage software space.

Expedite Close stands apart in the eClosing space providing banking-grade software that is both flexible and scalable. It is also an agnostic solution delivering the freedom from constrained workflows and pre-determined vendor support.

ADDED VALUE TO CLIENTS

LoanSphere Expedite Close adds value to lenders, title underwriters, settlement agents, and real estate professionals to automate and streamline internal business processes, manage compliance, support the exchange of data and documents among all participants, and accelerate application to close cycle times. Built on proven fulfillment services and infrastructure, users can trust that Expedite Close delivers secure services every step of the way.

INDUSTRY AWARDS, ACCOLADES, AND MILESTONES

Hot 100, Presented by Mortgage Professional America
FinTech Rankings, Presented by IDC Financial Insights
FinTech Forward, Presented by IDC Financial Insights
HW TECH100, Presented by HousingWire
HW Vanguard Award–Tom Sanzone
Presented by HousingWire
Nexsys Technologies

**CORPORATE PROFILE**
Nexsys Technologies is a financial technology company founded by mortgage IT experts to create and deliver innovative solutions for smarter lending processes. The company’s core product, Nexsys Clear Path, is the evolution of provider management. As a real-time solution that allows for the management of mortgage-related transactions, orders, provider performance, and service allocations, Nexsys Clear Path is one system to manage millions of mortgage related transactions across thousands of service providers.

**COMPETITIVE ADVANTAGE**
This flexible platform is accessible anywhere through a system-to-system integration, or secure web portal. Integration is only needed once, with minimal effort and when someone becomes a Nexsys Technologies client, they have complete access to the full provider network. Whether they're off-site or at the office, reports are automatically formatted for each client’s specific desktop, email, or mobile device. Nexsys Clear Path’s interactive tools will also schedule automated delivery-to-distribution lists, so client’s don’t have to. It’s simply easier to use—an overall better and smarter way to get things done.

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**COMPANY HISTORY**
Nexsys was established in 2015 by mortgage industry IT experts in response to the demand for a real-time transaction management platform.

**REGULATORY COMPLIANCE**
Nexsys Clear Path helps clients stay in compliance with the Consumer Financial Protection Bureau, TRID regulations, and Fannie Mae changes.

**BUSINESS LINES, SERVICES, AND PRODUCTS**
By streamlining the real-time exchange of information and status messaging, Nexsys Clear Path keeps everyone connected and is ideal for:
- Settlement services
- Lender loan origination systems
- Origination services
- Appraisal management companies
- Attorney networks
- GSE integrations
- Servicing platforms
- Data connections
- Flood
- Credit
- Mortgage insurance
- Title/Closing services

**GEOGRAPHICAL SCOPE AND COVERAGE AREA**
Nationwide coverage.

**KEY PERSONNEL**
Mike Lyon
EVP
Frank Riviera
VP, Product Development
Cheri Lines
VP, Technology Services
Nick Rogiero
Director, Operations
Renee Alberty
General Counsel

**KEY FEATURES/BENEFITS**
The Nexsys Clear Path platform operates in real time with interactive tools including: Mission Control, which manages order allocations in real time, Fee Point, to calculate settlement services and governmental fees with a dynamic fee engine, and Metrix for the visibility into order and provider performance.

**ADDED VALUE TO CLIENTS**
Nexsys Technologies is one system to manage millions of mortgage-related transactions across thousands of service providers. The structure of Nexsys Clear Path allows clients to opt for the services they need, without worrying about packaged bundles containing the services that they don’t. All clients receive live support and a specialized software development team to make your transition to the platform as seamless as possible.

**KEYS TO YOUR SUCCESS**
Nexsys Technologies is always searching for a better way to serve their clients, who are the largest key factors in their success. The Nexsys Technologies team is a group of technology-driven people who love to see their clients succeed.

**INDUSTRY AWARDS, ACCOLADES, AND MILESTONES**
- Experienced 234 percent growth in overall transaction volume between 2015 and 2016
- Named a top “Tech 100” company by a leading industry publication in 2016 and 2017
- Cheri Lines, VP of Technology, was named a “Rising Star” by a leading industry publication in 2017
Pavaso, Inc.

CORPORATE PROFILE

Pavaso is a forward-thinking technology company that is transforming the mortgage closing process with radically innovative solutions. Since its inception in 2014, Pavaso’s focus has been, and continues to be, on improving the process and technology associated with mortgage closings by delivering consumers a platform that provides them with a better experience. The result is its flagship solution, Digital Close—the industry’s most robust digital closing platform available.

COMPANY HISTORY

Pavaso, Inc. was originally organized to develop and market a consumer portal focused on a homeowner’s lifecycle of home ownership. The first pilot for Pavaso was conducted in October 2011 and continued through Q1 of 2012. It ultimately involved six title companies submitting orders through RamQuest’s Closing Market software, which generated profiles for all stakeholders and granted access to the status of all closing-related documents. With a groundbreaking solution and a strategic game plan, Pavaso became its own company in the summer of 2014 and created the industry’s only end-to-end platform to improve communication, efficiency, and process management.

Pavaso was selected to participate in the Consumer Financial Protection Bureau (CFPB) eClosing pilot in late 2014, and facilitated over 550 eClosings within the basic and advanced categories. Today, Pavaso offers a comprehensive solution to every party in the transaction with the experienced solution—Digital Close.

GEOGRAPHICAL SCOPE AND COVERAGE AREA

Nationwide

BUSINESS LINES, SERVICES, AND PRODUCTS

Digital Close: Finally, a modern, collaborative platform that includes every stakeholder in a mortgage transaction—lenders, title companies, real estate agents, consumers, and investors. Digital Close allows you to do it all: eDelivery, eClose, eNotarize, eNotes, and eVault. Position yourself at the forefront of innovation, close quicker, wow your consumer, and improve business processes—all in one step.

ADDED VALUE TO CLIENTS

Gain a massive competitive advantage. The ability to provide outstanding customer service is key to remaining competitive. With Pavaso’s Digital Close, clients can meet the demands of today’s consumers for an easier, more convenient closing process. Lenders, title, real estate agents, and loan officers can now provide homebuyers across the country the ability to trade in the traditional stack of paperwork for a fast, digital process. Pavaso enables all parties in the transaction to easily connect and collaborate in an NPI secure platform, deliver consistent closings, and achieve optimal business results.

KEYS TO YOUR SUCCESS

Pavaso is obsessive about its commitment to improving the technology used in the mortgage closing process when buying a home. Pavaso’s dedication and focus on providing a better experience for the consumer, while ensuring its customers receive true business benefits from the Digital Close platform, is at the forefront of the company’s success.

BUSINESS LINES, SERVICES, AND PRODUCTS

Digital Close: Finally, a modern, collaborative platform that includes every stakeholder in a mortgage transaction—lenders, title companies, real estate agents, consumers, and investors. Digital Close allows you to do it all: eDelivery, eClose, eNotarize, eNotes, and eVault. Position yourself at the forefront of innovation, close quicker, wow your consumer, and improve business processes—all in one step.

COMPETITIVE ADVANTAGE

Pavaso’s Digital Close platform is the only platform that facilitates real time communication and collaboration, easily between everyone. Its solution brings together all parties (lender, title, real estate agent, consumer, and investor) into one collaborative portal. The flexible platform is accessible anywhere, anytime from any device, allowing consumers to review all their documents at their convenience, on their schedule, prior to closing.

• Focus is on the consumer experience: putting the consumer at the center
• Real time collaboration and communication between all parties
• Results: A better, more convenient, more efficient, digital process for everyone

TESTIMONIAL

“Digital Federal Credit Union chose to partner with Pavaso because we share a similar vision; being a technology leader and providing the borrower with a better and more efficient mortgage closing process. I can always count on the Pavaso team to be there when I need them!”
— Harry Tsianatelis, Mortgage Operations Assistant Manager

STAFFING

53 Employees

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