

The Mortgage Solution:

The loan origination, tracking and closing system designed with

“*mortgage ergonomics.*”



ergonomics (*ûrg-nmks*) n.

The applied science of design, intended to maximize productivity by reducing operator fatigue.

MORTGAGE SOFTWARE
S O L U T I O N S

THE MORTGAGE SOLUTION

The Mortgage Solution is a comprehensive software solution for credit unions, community banks and mortgage brokers to originate, track and close residential mortgage loans.

The Mortgage Solution is the system with “mortgage ergonomics” – designed to naturally follow the various steps in loan origination, tracking and closing.

BENEFITS

- **ELIMINATE CLOSING PACKAGE COSTS** – Enjoy one of the few affordable solutions with embedded closing documents in a loan origination and processing system for community financial institutions. With no third party vendor and no per-package fees, The Mortgage Solution provides total control over an originator’s closing package – printed right from the office printer.
- **INCREASE LOAN DEPARTMENT PRODUCTIVITY** – Use a system created BY loan professionals, FOR loan professionals. All the steps required to manage a loan – from application through closing – are embedded right into our system.
- **PROVIDE A WHOLE TEAM OF PARTICIPANTS** – Leverage industry-leading interfaces with FannieMae, Freddie Mac, eMagic, the Greatland Corporation, credit vendors, lenders and others.
- **GET YOUR ORGANIZATION UP AND RUNNING IN ABOUT A DAY** – Experience minimum downtime with on-site, in-person implementation and training designed to get loan departments quickly and confidently using The Mortgage Solution. We can even make custom program changes!

FEATURES

Service

- On-site installation and training
- Telephone support via live, trained support professionals
- Customization of interfaces and forms

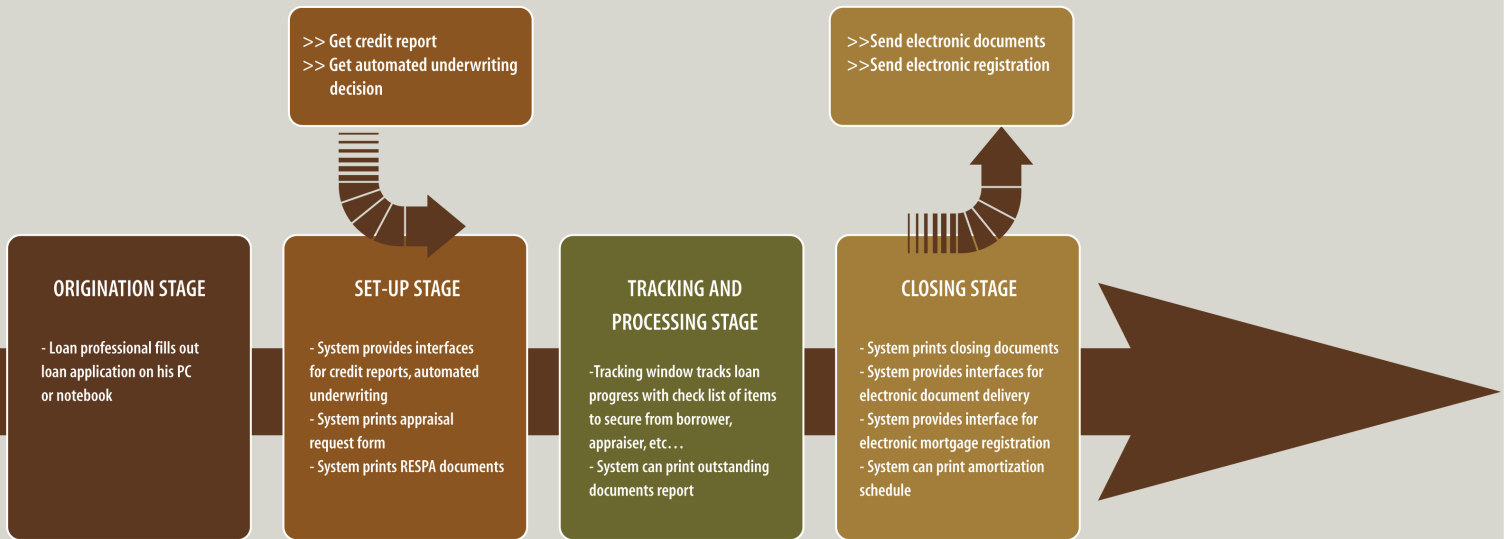
Product Interfaces

- Interfaces to Freddie Mac, Fannie Mae and eMagic
- Access to more than ten credit verification services
- Access to hassle free electronic document delivery
- Can register mortgages electronically with the Mortgage Electronic Registration System (MERS)

Documents and Reporting

- Embedded closing documents
- Appraisal request forms
- Amortization schedules
- 1098 and 1099 forms
- Embedded RESPA forms
- Outstanding documents reports
- HMDA reports
- Monthly, pipeline and custom reports

How The Mortgage Solution Processes Your Loans



REPORTING

- Reporting can be performed throughout the process and includes monthly reporting, pipeline tracking, HMDA reports, 1098 and 1099 reporting and custom reports

FREQUENTLY ASKED QUESTIONS

1) What kind of training and support do you offer?

Mortgage Software Solutions offers on-site installation and training to get you started. Following this, we offer telephone and e-mail support for any questions or problems you may be having. We also offer periodic software updates as we add new features or find ways to improve the software.

2) I'm not very computer savvy. Can I still use the software?

Perhaps the most important feature of The Mortgage Solution is that is easy to learn and to use. The software comes with an easy-to-understand User's Guide and we are available by telephone or e-mail to answer your questions. To help get you off to a fast start, Mortgage Software Solutions' implementation team comes to your office for installation and some up-front familiarization and training.

3) Can we prepare our own closing packages?

Yes, The Mortgage Solution is a logical software choice for companies that want to prepare their own closing packages. There is no "out-sourcing" of documents. You generate your closing packages right from the menus of The Mortgage Solution. We support all state requirements and the various loan types, such as conventional, second mortgage, FHA, VA, balloons, ARMs, conforming and non-conforming.

For investor specific or non-conforming documents, we offer a powerful windows text editor so that you can design your own forms. The packages are flexible, too. You can add documents to your package at any time simply by calling us on the telephone.

4) Do you support FHA/VA processing?

Yes. In fact, the FHA/VA features of The Mortgage Solution are quite strong.

5) What are the hardware requirements?

Each PC or work station should have at least a late model Pentium processor and a minimum of 64 MB RAM. Microsoft Windows 98, NT, 2000 or XP is required on each PC.

An HP compatible laser printer is required. Supported networks include Windows 98, NT, 2000, XP and Novell Netware.

6) How much does it cost?

The Mortgage Solution is competitively priced, with the actual cost varying by options chosen. Generally a company that prepares its own closing packages will pay a little more for the software than a company that doesn't prepare its own closing packages. Features like our credit reporting option also will have a small effect on the license price.

7) Does the software support interface with Fannie Mae and Freddie Mac?

Yes, The Mortgage Solution interfaces with Fannie Mae's Desktop Originator on the Web or with Desktop Underwriter on the Web. We also interface to Freddie Mac's Loan Prospector on the Internet. These services include automated underwriting. Both interfaces now support FHA and VA underwriting as well as conventional underwriting.

SUCCESS STORIES

Success 1

“The Mortgage Solution made it easy for us to launch a mortgage solution in-house because it automated everything.”

Ruth Redemann
The Harbor Bank of Maryland

What Ruth loves most: The Mortgage Solution’s intuitive nature

The Mortgage Solution enabled Harbor Bank of Maryland to launch an in-house residential mortgage lending program from scratch in 1997. After reviewing several mortgage software vendors, the Baltimore-based bank adopted The Mortgage Solution and has never used any other software for its home loan origination, tracking and closing.

“The Mortgage Solution made it easy for us to launch a mortgage solution in-house because it automated everything,” said Ruth Redemann, secondary marketing representative at Harbor Bank, which had more than \$40 million in residential loans in 2002.

What Ruth likes most about The Mortgage Solution is its intuitive nature – what Mortgage Software Solutions calls “Mortgage Ergonomics.”

“The Mortgage Solution mirrors the loan process, which makes the software very easy to use,” said Ruth, who also likes the software’s Fannie Mae interface and its reporting functionality.

Ruth also says Mortgage Software Solutions’ support level is unbeatable for Harbor Bank’s three-person mortgage operation.

“We don’t have many problems,” Ruth says, “But when we do, Mortgage Software Solutions is easy to reach and most problems can be resolved over the phone.”

Success 2

“The Mortgage Solution made me more productive because it was easy for our staff to use, allowing my people to spend time closing loans rather than learning how to use a complicated piece of software.”

Jim Griffin
President HomeFree Funding Inc.

What Jim loves most: It's easy to use

When HomeFree Funding switched to The Mortgage Solution from another loan origination system in 1997, his staff immediately began to realize benefits.

“The Mortgage Solution made me more productive because it was easy for our staff to use, allowing my people to spend time closing loans rather than learning how to use a complicated piece of software,” said HomeFree Funding President Jim Griffin.

Minimizing staff down time is important to Jim, who says The Mortgage Solution has been very easy to learn for his employees. Starting out with a couple of employees on the system, HomeFree now has six employees using The Mortgage Solution and is closing more than 45 loans a month.

In addition to overall ease of use, Jim says The Mortgage Solution is innately natural to the loan origination process – what Mortgage Software Solutions calls “mortgage ergonomics.” He also reports that The Mortgage Solution is the only system that is able to interface with his marketing software.

“The Mortgage Solution is the only system in which we have been able to get data easily flowing in and out of the system,” said Jim.

After testing other loan origination systems, Jim says his staff chose to stay with The Mortgage Solution, even as his organization has grown. With four new offices about to open and another four opening over the next two years, HomeFree is once again looking to Mortgage Software Solutions to help it stay competitive and do what it does best: put families into new homes.

Success 3

“The Mortgage Solution started good out of the gate and only got better. The only people who don’t use it are those who haven’t tried it.”

Don Bruce
President of First Mortgage Group

What Don loves most: The embedded closing docs

When Don Bruce of First Mortgage Group became Mortgage Software Solutions’ first customer in 1988, The Mortgage Solution was one of the first loan origination systems on the market. For fifteen years, as alternatives have come and gone, Don still uses The Mortgage Solution and now uses Generation 7 of the product.

Don says what he likes most about The Mortgage Solution today is the product’s embedded closing documents, which saves money with every loan closed.

“With everybody else you have to outsource closing docs, which would cost me time and money,” says Bruce.

First Mortgage Group’s evolution also has demonstrated to Don that The Mortgage Solution is suitable for companies small and large alike. In earlier days, as a smaller younger firm, First Mortgage appreciated the ease-of-use and hands on customer support that came with The Mortgage Solution. Later as First Mortgage grew to a staff of 20 and began closing loans, Don found that Mortgage Software Solutions was available to provide training and support for its growing team. The Mortgage Solution integrated well with Fannie Mae’s Desktop Underwriter and First Mortgage’s servicing software as well.

About Us

Mortgage Software Solutions was founded in 1989 as one of the first providers of loan origination systems for community banks, credit unions and brokers. By upgrading both its technology and functionality, the company has continually improved on its marquis product, The Mortgage Solution. The Mortgage Solution has remained a comprehensive, affordable and easy-to-use tool to improve loan origination, tracking, and closing with the extra support and service community financial institutions deserve.

Dale Francis – President and CEO

Dale Francis has almost 20 years of experience creating, supporting and managing financial technology. In addition to leading Mortgage Software Solutions, he is responsible for product development and the overall technical direction of The Mortgage Solution, the company's marquis product.

As founder of Mortgage Software Solutions, Francis was a pioneer in the use of technology to improve the loan origination process. A former lending industry professional, Francis designed a system with a flow that makes sense to mortgage lenders – designed to naturally follow the various steps in loan origination, tracking and closing.

Prior to founding Mortgage Software Solutions, Francis served as an information technology specialist with a savings bank's mortgage department, where his responsibilities included programming and data analysis.

Francis graduated from the Pennsylvania State University with a Bachelor of Science in Finance.
dfrancis@mortgagesoftware.to

Judy Noelle – Sales and Marketing

Judy Noelle brings more than twenty years of management experience to her position as the chief sales and marketing executive at Mortgage Software Solutions.

Having joined the company in 1990, Noelle has been instrumental in the company's ongoing sales and marketing strategy development. She also manages the activities of the company's sales and marketing team, located throughout the United States.

Prior to joining Mortgage Software Solutions, Noelle served five years as manager at a Maryland savings bank, where she supervised a staff that handled the back-end of the bank's loan portfolios. She previously served in other management positions, primarily in a sales and marketing capacity.

jnoelle@mortgagesoftware.to

PARTNERS

The Mortgage Solution is the most comprehensive loan origination system for community financial institutions through a wealth of key industry partnerships. These include:

CLOSING DOCUMENTS

Through a relationship with the Greatland Corporation, Mortgage Software Solutions is one of the few loan origination systems to offer embedded closing document production capabilities.

AUTOMATED UNDERWRITING

Mortgage Software Solutions works with four automated underwriters, including CUNA Connect, Freddie Mac's Loan Prospector, Fannie Mae's Desktop Originator and Desktop Underwriter, and eMagic. With interfaces to their systems embedded into The Mortgage Solution, originators are able to secure upfront underwriting decisions in minutes.

CREDIT VERIFICATION

Mortgage Software Solutions works with all the major credit verification providers in order to for each of our customers has access to the provider of their choice and need. Our partners include:

Advantage Credit
CBC Companies
Chase
CIS
First American
MeridianLink

CSC Credit Reporting
Equifax
CreditNet
ISS

MORTGAGE INSURANCE

Mortgage insurance is quick and easy to obtain through our partnership with eMagic.

ELECTRONIC DOCUMENT DELIVERY

In partnership with RemoteDocs, Mortgage Software Solutions offers electronic document delivery, saving originators the hassle and cost of couriating physical documents to their closing attorneys

ELECTRONIC MORTGAGE REGISTRATION

Through a partnership with MERS, Mortgage Software Solutions enables originators to electronically register their mortgages, saving valuable time and money.

Mortgage Software Solutions, Inc.

P.O. Box 922

Columbia, MD 21044

Phone: (301) 365-5667

Fax: (301) 365-5778

www.mortgagesoftware.to

C O N T A C T U S