

DSnews
Default Servicing | In Print and Online

MOST VALUABLE PLAYERS

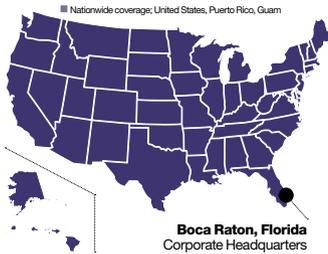
The Best in Loss Mit Tech and Services

The fallout from a mortgage loan default leads to a painful trail of loss for everyone involved. Today's loss mitigation professionals are the heroes in this unfortunate scenario, rushing to the scene and saving anything salvageable.

Guiding homeowners through the loss mitigation process to find the most positive outcome for his or her family while also minimizing losses for lenders and investors, these professionals walk a narrow tightrope, balancing the best interests of all affected by the default.

We introduce the top Loss Mit Tech and Services providers in the mortgage industry—those that leverage technology to achieve optimal resolutions and that remain dedicated to providing open communication throughout the process. In an inopportune situation, these are the professionals who find and achieve the most favorable results for all.

BK GLOBAL



KEY PERSONNEL

Brad Geisen
CEO

Patrick Butler
SVP, Business Development /
Corporate Broker

Steve Shiller
SVP

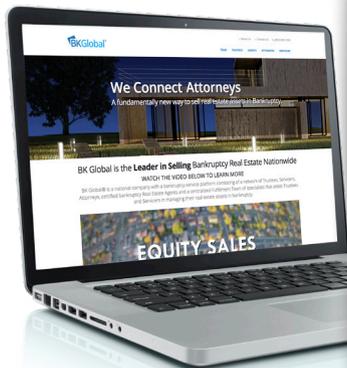
Robert Shiller
VP, Operations

**GEOGRAPHICAL SCOPE
AND COVERAGE AREA:**
Nationwide

**BUSINESS LINES, SERVICES,
AND PRODUCTS:**
Bankruptcy Real Estate Sales
Servicer & Platform and Claim X
Change.

KEY FEATURES/BENEFITS:

- » Bankruptcy Loss Mitigation
- » Maximum Mitigation for the Investor
- » Transparent process administered by the Trustee and Court approved



CORPORATE DETAILS: 1095 Broken Sound Pkwy, Suite 100, Boca Raton FL 33487 | 855.658.1254
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COMPANY DESCRIPTION:

BK Global is a National Bankruptcy Solution provider. BK Global runs a national online bankruptcy platform that consists of a network of Chapter 7 Bankruptcy Trustees, Servicers, Attorneys, and certified bankruptcy Real Estate Agents that transact and expedite real estate sales through the bankruptcy process.

COMPANY HISTORY:

BK Global was founded in 2015 to bridge the gap between Servicers and Trustees to create a better method of mitigation in bankruptcy.

REGULATORY COMPLIANCE:

BK Global's program maintains its compliance through the rules and procedures of the Federal Bankruptcy court system, administered by the Trustee. All sales are reviewed and approved by the courts which minimizes compliance risk to Servicers.

ADDED VALUE TO CLIENTS:

BK Global has developed a technology platform connecting servicers, trustees, attorneys, real estate brokers, title companies, and asset managers, streamlining the process and making it easy to liquidate assets in bankruptcy. BK Global and its technology make the sales process transparent, fair, and easy to implement for all stakeholders.

COMPETITIVE ADVANTAGE:

BK Global was founded with the vision of creating a better method of mitigation in bankruptcy. The company saw bankruptcy as a "black hole" where properties would get stuck in, and the only path for servicers to mitigate it would be to file a Motion for Relief and then foreclose. This is a long, costly path of disposition where all stakeholders lose out. Bankruptcy law under §363 of the bankruptcy code offers several ways servicers and trustees can sell or credit bid on a property while in bankruptcy, minimizing costs and drastically truncating the disposition timeline. BK Global has created several programs giving servicers better choices for their investors.

KEYS TO SUCCESS:

BK Global realized that there are about 1,400 Chapter 7 bankruptcy trustees nationwide and that they lacked the data, tools, and analytics necessary to administer over-encumbered real estate sales in bankruptcy. In response, BK Global built a platform and empowered them so they can make better decisions quickly and efficiently. The fact that BK Global bridges gaps from multiple industries with a state of the art technological solution is what sets their company apart. BK Global creates a winning combination for all parties involved in the loss mitigation and real estate transaction.

INDUSTRY AWARDS, ACCOLADES, AND MILESTONES:

BK Global has developed the first and only technology platform empowering trustees. The company has developed two successful sales programs in bankruptcy and created the Claim X Change. The company created the National Bankruptcy Broker Network, a nationwide network of brokers that are trained in the sale of bankruptcy properties. The company has developed a specific broker training course and a trustee document resource technology, making it easy for trustees to create court documents in all 93 court districts. Additionally, the BK Score® analyzes the complexity of salability for real estate in bankruptcy and it rates assets for trustees to determine which assets to sell in bankruptcy. BK Global also received various technology awards.



CLARIFIRE



KEY PERSONNEL

Jane Mason

President and CEO

Melissa Myers

VP, Business Solutions

Richard Guerrero

Risk and Compliance Manager

GEOGRAPHICAL SCOPE AND COVERAGE AREA:

- » National Coverage

KEY FEATURES/BENEFITS:

- » CLARIFIRE® workflows are interactive, connected, and easy to change.
- » Integrated business rules create a digital network of all processes working together seamlessly.
- » KPIs drive metrics and results throughout the process.
- » The integrated calculator contains the latest guidelines for all investor types to determine eligibility, qualifications/decisioning, and structuring in seconds.
- » Loss mitigation workflows, embedded with investor, government, and CFPB rules, automatically initiate appropriate retention or liquidation options.



CORPORATE DETAILS:

11399 16th Court N, Suite 100 Saint Petersburg FL 33716 | 866.222.3370 | Info@eClarifire.com | eClarifire.com

COMPANY DESCRIPTION: Clarifire is a privately held, women-owned corporation that provides SaaS business process automation technology to the financial services industry. Started by a process focused entrepreneur, Clarifire is a group of workflow experts that created the product CLARIFIRE® to make a difference for businesses. The company has over a decade of experience both in process efficiency and software delivery. As a Microsoft Gold Certified Partner and WBENC certified corporation, Clarifire guides organizations through the chaos and into organizational efficiency.

COMPANY HISTORY: In 2007, eMASON, INC., dba 'Clarifire', entered the financial services market and enabled its clients to have a workflow solution prior to, during, and after the economic crisis and ever-changing regulatory demands. Its workflow automation software, CLARIFIRE®, drives efficiencies, controls, governance, and visibility by providing business process automation that is front-end configurable. The capability to make changes quickly made the early adopters of the technology leaders in the industry. Today, clients use CLARIFIRE® for all types of workflow and continue to add on, eliminate gaps, and continuously improve how they do business.

REGULATORY COMPLIANCE: Evolving regulations and market fluctuations are a continuous challenge for many organizations. Workflow augments the intersection of regulation and technology by driving process efficiencies and implementing controls. Regulatory changes can be implemented by the lines of business, providing the flexibility to control regulatory input, data, and reporting across the organization. Coupled with a workout underwriting calculator containing the latest investor policy changes, CLARIFIRE® is the ultimate in regulatory oversight.

BUSINESS LINES, SERVICES, AND PRODUCTS:

- » **CLARIFIRE®** is the easy to use, configurable workflow software that automates business processes to target operational goals across an entire organization.
- » **CLARIFIRE CALCULATOR®** is a feature within CLARIFIRE®, designed in partnership with large banking institutions and GSEs, to decision workout options automatically from a single application. It has all the latest workout rules for all investor and government types, determining eligibility, qualification/decisioning, and structuring in seconds. Once the workout option is confirmed,

the workflow launches automatically, complete with metrics and controls.

- » **The CLARIFIRE COMMUNITY®** feature brings the customer into clients' operational processes and enables bidirectional, real-time communication and collaboration. Through this secure portal, customers can ask questions, submit requests, and upload the images necessary to move their process forward from their computer, tablet, and mobile device.

COMPETITIVE ADVANTAGE

- » **Peace of Mind** – Clients can relax knowing that their data is secure with the SOC 2 Type 2 Clarifire Private Cloud.
- » **Speed to Market** – Clients select from Clarifire's proven processes or design their own through an easy to use, intuitive interface.
- » **Customer Service** – Clarifire is available to support clients every step of the way.
- » **Pricing** – With Clarifire's flexible pricing, clients buy what they want to use now, add more later, and eliminate when needed. No per-user fees.
- » **Software Design** – Easy to use. Easy to change.
- » **Rapid Proof of Concepts** – Got a workflow challenge? Send it to Clarifire and they will quickly automate it within CLARIFIRE®. A solid proof of concept is provided within a couple of days to solve the challenge.

ADDED VALUE TO CLIENTS

Here are just a few examples of added value reported by clients:

- » Increased productivity by 400 percent without hiring additional staff
- » Realized a 25 percent decrease in cost per loan
- » Drove 100 percent CFPB and SPOC compliance
- » Decreased loss mitigation cycle times by 60 percent
- » Reduced the number of emails and follow-up communications by 80 percent
- » Reduced manual data related tasks by 30 percent

KEYS TO SUCCESS: The power of workflow, coupled with an automated workout calculator and efficient, easy to use, on-demand customer access makes CLARIFIRE® Best in Breed.



CYPREXX SERVICES, LLC



KEY PERSONNEL

Ed Mullen
CEO

Tony Maher
Director of Business Development

Adam Palmer
Director of Preservation Services

Lynda Green
Director of Client Services

RJ Ory
Executive Director of Repairs and Products

STAFFING

» 325 company employees

BUSINESS LINES, SERVICES, AND PRODUCTS

- » Inspections
- » Property Preservation
- » Repairs
- » REO Initial Services & Maintenance
- » Utility Management
- » HUD Conveyance Preparation
- » VPR
- » InvisiBoard—Clearboarding System
- » RailKit Systems
- » Lockwise—Digital Entry Management System



CORPORATE DETAILS: 525 Grand Regency Blvd, Brandon FL 33510 | 800.516.6348
Tony.M@Cyprex.com | Cyprex.com

COMPANY DESCRIPTION:

Cyprex Services, LLC is a national field service company providing a full suite of property preservation, repair, and inspection services to some of the largest servicers, brokers, financial institutions, government-sponsored enterprises, and asset management companies. Cyprex's core competency in vendor management, coupled with its proprietary technology platform, position the company to effectively scale its solutions to each clients' needs. Cyprex is a trusted, financially stable partner.

COMPANY HISTORY:

The owners of Cyprex were homebuilders prior to entering the field services industry. Because of the founders' knowledge in homebuilding, Cyprex has a foundation in managing repairs. Cyprex has grown to offer all aspects of field services and has a proven reputation for standing behind the work performed. With more than 25 years of experience in the industry, Cyprex brings comprehensive solutions and ease of doing business to its clients.

REGULATORY COMPLIANCE:

Cyprex monitors changes in regulations through multiple sources and maintains compliance with state and municipal code changes, property registration, and other areas affecting the preservation and servicing industry.

KEY FEATURES/BENEFITS

- » Full-service default provider
- » 25+ years of experience
- » Customer service-focused
- » New product innovator
- » Proprietary technology—flexible solutions
- » Ease of doing business
- » Quality focused
- » Focus on data security and regulatory compliance

COMPETITIVE ADVANTAGE:

Cyprex's commitment to the client is met by consistently achieving desired results through relentless attention to detail. Feedback from clients indicates that Cyprex is the best in class, in communication, and resolution. Cyprex expedites the services and information clients need to proactively manage assets. Compliance is foremost in the company's actions, in addition to commitment to performance and innovation of new products.

ADDED VALUE TO CLIENTS:

Cyprex has been on the forefront of innovation for the industry. The company brought InvisiBoard to the forefront of the polycarbonate window covering market, and a finished safety rail product to the default industry in RailKit. Now with Lockwise, a Digital Entry Management System, Cyprex knows who is entering client properties, when, and for how long. These innovations improve curb appeal, bring elements of safety, add controls, and help to reduce neighborhood blight.

KEYS TO SUCCESS:

Cyprex is a client-centric company and teams are established at the client level. As such, clients always speak to the respective parties managing their assets. Cyprex makes it easy to do business, assuring a relentless pursuit of quality and compliance focus, with a prioritization of data security. Its proprietary technology platform and in-house IT division provide Cyprex with the flexibility to meet clients' needs.

INDUSTRY AWARDS, ACCOLADES, AND MILESTONES:

- » *Entrepreneur Magazine*, Top 100



EQUATOR[®]

AN ALTISOURCE[®] BUSINESS UNIT



KEY PERSONNEL

James Vinci
VP, GM

George Roletter
VP, Digital Products and Marketing

Jarad Bernotavicz
Director, Product Management

STAFFING
Number of company employees: 175

**GEOGRAPHICAL SCOPE AND
COVERAGE AREA**
United States



CORPORATE DETAILS: 6060 Center Dr, Suite 600, Los Angeles CA 90045 | 310.469.9018
Pro@Equator.com | Equator.com

COMPANY DESCRIPTION:

Equator provides secure, scalable, and forward-thinking workflow management software for default mortgage servicers and asset holders of all sizes. Through intuitive technology, Equator bridges the gap between asset managers, real estate agents, borrowers, and vendors (e.g., title providers, attorneys, repair contractors, property preservation firms, and valuation providers).

COMPANY HISTORY:

Since its inception in 2005, Equator has specialized in providing a full life cycle platform that assists financial institutions, their vendors, and their customers in managing the complexities associated with the disposition of non-performing assets. Equator enables financial institutions to efficiently manage or outsource default assets with full transparency and control over their process. In 2013, Equator was purchased by, and became a business unit of, Altisource Portfolio Solutions (NASDAQ: ASPS).

BUSINESS LINES, SERVICES, AND PRODUCTS:

Equator provides mortgage servicers the ability to automate their default processes and to connect with their borrowers, investors, vendors, and agents electronically. Equator's platform helps servicers drive efficiency by allowing them to select and execute optimal strategies based on configurable investor rules and government guidelines. The platform includes modules for Loan Management, Loan Modification, Short Sale/Deed-In-Lieu, Foreclosure/Bankruptcy, Real Estate Owned, and Invoice Management.

KEY FEATURES/BENEFITS:

The Equator platform provides customers with a diverse array of benefits:

- » Simple and fast new customer adoption process for out-of-the-box baseline processes
- » Proven focus on compliance, transparency, and security
- » Dedication to exceptional customer service
- » Self-service controls for process, quality, timeline management, and communications
- » Ability to innovate and create customized solutions
- » Financial strength with continuous investment in products, people, and technology
- » Strong suite of origination and servicing capabilities across Altisource

COMPETITIVE ADVANTAGE:

Equator has a long track record of providing scalable, efficient, and secure workflow automation solutions to the default mortgage servicing industry. Equator's platform is the synthesis of 15 years of experience in creating real-world solutions that address the challenges of the highly regulated and dynamic industry.

ADDED VALUE TO CLIENTS:

Customers can sleep well at night with Equator's proven and secure technology. Equator provides active white glove service to ensure their technology is always exceeding expectations and truly solving business problems.

KEYS TO SUCCESS:

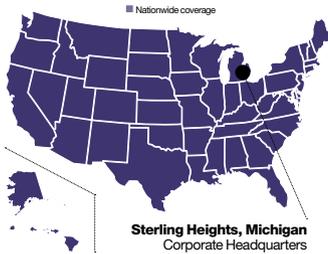
Equator is focused forward in its drive to ideate, create, and deliver services and technology that go above and beyond real estate industry expectations while recognizing that tomorrow starts by successfully delivering today.

AWARDS, ACCOLADES, AND MILESTONES:

2015, 2016, 2017, 2018 *Housing Wire* Tech 100

EQUATOR[®]

JMA OUTREACH SOLUTIONS



KEY PERSONNEL

Stacey Alexander
President

Justin Manni
CFO

Matthew Preuss
COO

Alissa Harris
Executive Director of Business
Development

BUSINESS LINES, PRODUCTS, AND SERVICES:

- » Borrower loan modification education
- » Short Sale solicitation
- » Face-to-face field calls including nights and weekends
- » Geo-coded photography and tagging
- » Turn-key, U.S.-based call center
- » Borrower location - PI database
- » Skip tracing
- » Door hangers
- » Property inspections
- » Notary Services
- » Letter delivery
- » Mailroom facilities
- » Applicant screening
- » Document retrieval



CORPORATE DETAILS: 44600 Delco Blvd, Sterling Heights, MI 48310 1024 | 586.739.1200 | Info@JMAOutreach.com | JMAOutreach.com

CORPORATE PROFILE: For over two decades, JMA Outreach Solutions has connected borrowers, lenders, and servicers. Mortgage servicers, banks and credit unions, private investors, and auto finance companies rely on JMA's national network of FDCPA-compliant outreach specialists and the right campaigns to reach borrowers and create resolutions.

Using a combination of data, mail campaigns, call centers, door hangers, property inspections, face-to-face field engagement, loan modification education, and document notary, JMA drives results for its clients. The company connects with borrowers and provides information to help them gain resolution or ease transition while reducing operational, financial, and reputational risk for its clients. The company has the experience, scale, national reach, and proven performance that delivers the industry's best borrower engagement for financial institutions and servicers. A significant portion of JMA's solutions support the loss mitigation process, but the company provides component offerings that support the entire mortgage process including origination, portfolio transfer, and default resolution. The company has a national network of more than 500 direct employees, as opposed to the majority of JMA's competition who contract out services to independent providers.

COMPETITIVE ADVANTAGE: JMA Outreach Solutions is a nationally-licensed debt collector in all U.S. states with a host of competitive advantages. JMA Outreach Solutions has evolved with the industry's transformation and its clients' needs to provide industry-leading turn times for field inspections as well as face-to-face outreach within 48 hours of receiving an order. All the company's personnel, including field agents and call center representatives, are full-time employees with extensive training and experience in the mortgage servicing space and receive comprehensive background screening. Its state-of-the-art IT infrastructure enables the company to provide geo-coded photographs of the property to servicers and financial institutions in real-time, via the company's proprietary portal.

From face-to-face outreach to follow-ups for clients through phone calls and emails, every step taken by JMA in the loss mitigation process is thoroughly documented and adheres to all regulatory guidelines, helping its clients remain compliant, as well as profitable. The company also helps its clients improve loan resolution via direct integrations with a variety of mortgage platforms, including MSP and proprietary systems.

ADDED VALUE TO CLIENTS: JMA is more than a "door knocking" company. The company provides fully-staffed U.S.-based call centers to complement inbound/outbound call campaigns, "hello" calls

for onboarding new portfolios, early and late stage collection, modification support, mortgage lien release offerings, and short sale solicitation. The company also offers turn-key call center capabilities. JMA has also leveraged its proven methodology for engaging borrowers to educate them on the HARP program for lenders and provides mobile notary services across the U.S. for loan modifications, HARP loans, refinance, and home equity products. The company's direct mail center enables clients to engage with borrowers on multiple fronts to increase engagement and provide more successful outcomes. All JMA outreach specialists have an average tenure of more than five years and every specialist is experienced, professional, and certified including annual training, drug-screening, and background checks. This enables the company to provide its clients unparalleled financial and reputational risk mitigation.

KEYS TO SUCCESS:

- » JMA Outreach Solutions' entrepreneurial approach separates it from other providers in the space, and its sharp focus on quality control and assurance for all its services helps protect their clients from reputational and financial risk.
- » The company offers a broad range of solutions, all based on cost-effective performance and deep client relationships that help the company provide unmatched results and the ability to respond quickly to client needs.
- » The company is recognized by its clients for its adaptive and innovative practices, providing industry-leading technology that delivers clients real-time feedback on face-to-face communications and property inspections, and the addition of mobile notaries to speed transactions.
- » At five years, the average tenure of the company's field representatives is one of the highest in the industry. For the management, the tenure averages 10-15 years.

GOALS AND STRATEGIES FOR THE COMING YEAR:

In 2018, JMA Outreach Solutions will continue to execute on its vision of being a singular source for lenders and servicers to fulfill all their borrower engagement needs. The company has plans to introduce new solutions that will enable lenders and servicers to intervene earlier in the default process and help them improve their loss mitigation outcomes.



RES.NET



KEY PERSONNEL

Keith Guenther
Founder and CEO

Michael Bull
CFO

Angela Hurst
SVP-Business Development

Rob Pajon
SVP-Marketing and Product

**GEOGRAPHICAL SCOPE AND
COVERAGE AREA:**
National Coverage



CORPORATE DETAILS:

25520 Commercentre Drive, First Floor | Lake Forest, CA 92630 | 800.760.7036 | Support@RES.NET | RES.NET

COMPANY DESCRIPTION:

RES.NET's Short Sale and Deed-In-Lieu modules within the Loss Mitigation Portal pair enterprise features such as tasking, messaging, reporting, and document sharing with customizable tasks, fields, and workflows to provide all parties with the efficiency and transparency needed to succeed in any real estate environment. RES.NET is a leader in today's real estate technology and offers an all-encompassing servicer technology suite including REO, Loss Mitigation, Valuation, and PropertyCure enterprise applications for the Mortgage Banking Industry.

BUSINESS LINES, SERVICES, AND PRODUCTS:

- » Servicer suite of solutions: REO, Loss Mit, Valuation, and PropertyCure Data Portals
- » Integrated third-party partners
- » System of record interface
- » Customizable document and data extracts
- » Streamlined communication between homeowners, agents, and subscribers
- » Constant system evolution via sprint cycles generated by user feedback
- » Custom tasks and fields created in hours and without development cycles

KEY FEATURES/BENEFITS:

RES.NET's Loss Mitigation Portal allows users to manage both short sale and deed-in-lieu files through a single platform, thereby providing a feasible path forward regardless of current market conditions. By providing homeowners direct access to their short sale documents and gaining the ability to customize the system as needed, servicers working with RES.NET place themselves in an extremely advantageous position regarding current and future CFPB requirements and audits.

Custom Workflow

- » No custom development required
- » Set up and activated in hours, not months
- » Define individual tasks, reminders, and documentation
- » Add new fields to capture data
- » Link custom tasks and fields to create a completely customized workflow

Efficient Document Gathering

- » Short sale and deed-in-lieu packages can be compiled and/or completed by either a third-party vendor or homeowner via request tasks
- » Homeowner financials and forms are collected via tasking
- » All documentation is stored in an easy-to-use document library

Integrated Message Center

- » Track communication between your organization and connected parties
- » All messages are related to the property
- » Streamline communication between homeowners, agents, and subscribers
- » Eliminates the need for external applications for property specific email and comments
- » Direct connectivity to title vendor allows users to assign tasks and access all documents in real time

User Configurable Administration

- » Set up new portfolios
- » Manage granular user privileges
- » Create and edit workflows, roles, and escalation rules
- » Set up custom task templates specific to your process and documentation requirements

Reporting

- » User Interface Level–Custom Reports: 350 available query fields, with export capability to Excel or PDF format
- » User Interface Level–16 Standard Reports
- » Data Base Level–Operational Data Store (ODS)

KEYS TO SUCCESS:

When creating a technology solution, RES.NET considers the viewpoint and needs of each specific user type. The Loss Mitigation Portal provides direct access to the title vendor allowing users to assign, track, message, and review tasks and documents in real time. By providing this level of transparency, along with client specific customization, RES.NET aims to give its users the tools necessary to increase productivity and beneficial outcomes through any loss mitigation strategy.



WATERFALLCALC.COM



KEY PERSONNEL

Donna Schmidt
Managing Director

Andy Tabisz
Managing Director

Brandi Tankersley
Account Executive

DELIVERY PLATFORM

Web Based

END-USER CATEGORY

- » Outsourcer
- » Service Provider

ADDED CLIENT VALUE: WaterfallCalc.com remains abreast of upcoming agency changes, reduces human error in data entry or underwriting, provides complete file, allows for title order, loan modification and subordinate mortgage docs, and escrow analysis to be completed with one system. Minimal training is necessary, as there are also built in training notes to remind the user what to enter in each field.



CORPORATE DETAILS: 5035 Plainfield Avenue, Suite B | Grand Rapids, MI 49525 | 616.406.4310
BTankersley@AssistanceOptions.com | WaterfallCalc.com

COMPANY DESCRIPTION: WaterfallCalc.com is a comprehensive loss mitigation decisioning tool that provides a full analysis and recommendation of the best home retention option. WaterfallCalc is cost-effective for even the smallest mortgage servicer. WaterfallCalc.com is a collaboration between DLS Servicing Consultants, LLC and Worksmart Database Masters, LLC.

BUSINESS LINES, SERVICES, AND PRODUCTS: WaterfallCalc calculates the best loss mitigation option in compliance with current agency guidelines. WaterfallCalc can be used to determine eligibility for FHA, VA, Rural Housing, Proprietary, and GSE FLEX Mods. The optional features of WFC include printable modification documents, ordering title, and escrow analysis. WFC also recognizes seasoning eligibility, previous workout prohibitions, and prior partial claims.

KEY FEATURES/BENEFITS: WaterfallCalc.com allows users a one-stop shop for processing loss mitigation cases. With full access to submitted files, users can view files in the system at any time after submission. When entered manually, each file can be processed in under 10 minutes. Easy import/export of data from your servicing system is available to allow for hundreds of files to be added, with only a few fields needing to be entered manually. This drops the processing time from an average of 10 minutes, to less than five minutes per file.

Perhaps the user favorite of all benefits provided by WaterfallCalc, is the option to print loan modification and subordinate mortgage documents. For an additional fee, these documents will auto-populate, so that you can print and record in any jurisdiction. Title and Modification Document integrations provide a quick step for the user to order these from the site as needed.

USER STATS: WaterfallCalc.com can be used in a variety of ways, so our user base varies in every category. Users include State Housing Agencies, Mortgage Servicers and Sub-Servicers, Hometown Banks, and Credit Unions. Even Attorneys in Mediation States can use WaterfallCalc to make on-the-spot decisions, without having to refer to the servicer for new underwriting calculations. This is most helpful when the homeowner offers last minute funds, or if given a hypothetical question. Common example: Will I qualify if Grandpa gives me \$10,000 today? Small to mid-sized servicers are the bulk of our users. Because these files can also be outsourced to our processing department, it is often cost-efficient to skip the process of hiring and training additional employees.

COMPETITIVE ADVANTAGE: WaterfallCalc is priced on a per-loan basis. With ever-changing policies, servicers of all sizes should be afforded the ability to remain compliant without requiring additional employees or high fees.

KEYS TO SUCCESS:

- » In mortgage servicing, new systems are often put into place as a reactive measure to a negative audit or a backlog of files because of efficiency issues. WaterfallCalc.com remains proactive regarding industry changes, so there are no learning curves that increase the likelihood of errors.
- » WaterfallCalc.com's knowledgeable staff has experience in a broad range of servicing roles.
- » WaterfallCalc's unwavering dedication to every client, regardless of portfolio size or volume of files submitted, ensures that every user gets the same care from the WaterfallCalc staff. Establishing trust and transparency in a vendor-client relationship is imperative for the success of both parties.
- » Versatility. WaterfallCalc can be used by servicers in Mortgage Banks, Hometown Banks, Credit Unions, State Housing Agencies, and Attorneys who practice in Mediation States. This requires the WaterfallCalc system to be adaptable with all servicing systems. Processes are easily added to ensure ease of use and quality of results for the specific needs of each user.
- » Efficiency and Urgency. Immediate decisioning for home retention, with full analysis of all failed options, as well as calculations and summary for the qualifying option. The summary also includes all documentation needed to begin the Trial Payment Plan.
- » Use of the system is cost-effective, even for the smallest servicers. Per-use pricing, or discounted pricing for large volume.

TESTIMONIAL

"I am constantly blown away by the knowledge of the Managing Director of this company. WaterfallCalc.com changed the way we ran our loss mitigation department. An audit showed that we were using the incorrect process for our loans in default. WaterfallCalc helped us to catch up on our backlog and spot check files from various investors and insurers to ensure compliance. I would recommend WaterfallCalc.com to any servicer who wants a quick, easy system for choosing the best home retention every time."

- WaterfallCalc.com User
(Servicer in danger of losing
Servicing rights, to Tier 1
status in 18 months.)

