

DSnews
Presents

TECH TALK

Technology In Default Servicing

This month, we get technical with the industry's leading technology providers covering compliance regulation, promoting high recovery rates, and providing the most up-to-date business intelligence for their clients. In this expansive database of pioneers in the tech industry, we showcase the tech firms that are leading the way into the digital default age as the industry's most innovative and inventive providers.

ALTISOURCE

877.806.7586

Altisource.com

COMPANY DESCRIPTION Altisource Portfolio Solutions S.A. (NASDAQ: ASPS) is an integrated service provider and marketplace for the real estate and mortgage industries. Combining operational excellence with a suite of innovative services and technologies, Altisource helps solve the demands of the ever-changing markets we serve. Additional information is available at Altisource.com.



KEY PERSONNEL

- » **William B. Shepro**, CEO
- » **John A. Vella**, Chief Revenue Officer
- » **Joseph A. Davila**, President, Servicer Solutions
- » **Patrick McClain**, SVP, Commercial Leader, Hubzu

STAFFING As of December 2017, Altisource has a global workforce of 7,000+ employees.

COMPANY HISTORY Altisource was founded in 2009, bringing together some of the most experienced leaders in the financial and mortgage industries. The company has developed solutions that have innovated and disrupted the traditional way these servicing operations function. Through deep investment in products, technology, and controls, along with an unwavering commitment to quality service, Altisource has developed end-to-end integrated solutions. This gives servicers the option to manage a single vendor for these solutions, which can allow them to streamline performance, enhance transparency, and mitigate risk.



BUSINESS LINES, SERVICES, AND PRODUCTS

The top five mortgage servicers use Altisource® Servicer Solutions¹:

Altisource's core servicer solutions that can be utilized as components or as an integrated end-to-end solution include:

- » REO and short sale asset management
- » REALHome™ Services and Solutions national brokerage
- » Hubzu® online real estate marketplace
- » Granite Risk Management™
- » CWCOT and foreclosure auction services
- » Springhouse® valuations
- » Field services and renovation
- » Premium Title™ and settlement services
- » Equator® default servicing platform

¹Inside Mortgage Finance Report, Top 50 Mortgage Servicers Q4 2016

COMPETITIVE ADVANTAGE

"WHY ALTISOURCE?"

- » Financial strength with continuous investment in products, people, and technology
- » Proven experience and scale to meet the demands of a diversified client base
- » Ability to innovate and create customized solutions to meet client demands by leveraging company-wide capabilities
- » Best-in-class performance, customer service, and results
- » Infrastructure to create bundled services to solve complex problems

KEYS TO SUCCESS

A highly respected leader, Altisource is transforming the way today's mortgage and real estate marketplaces operate. The company's suite of scalable systems automates many manual processes and operations, helping you deliver services with greater speed, accuracy, efficiency, and profitability.

TOP BENEFITS HUBZU ONLINE REAL ESTATE MARKETING PLATFORM

As of 2017, the Hubzu online residential real estate marketplace offers access to nearly 1.5 million buyer and investor registered subscribers across the United States and Puerto Rico. The company's cutting-edge data management and analytics team helps identify the key drivers to improve sales outcomes. These include buyer demand, buyer bidding behavior, property characteristics and local market conditions, among others. Based on these drivers, Hubzu establishes the appropriate marketing strategy and disposition strategy for sellers at auction, which can help decrease timelines, lower holding costs, and improve net execution.

EQUATOR DEFAULT WORKFLOW PLATFORM

Equator is one of the industry's leading default technology platforms for mortgage servicers and asset holders, both large and small, processing over 40 percent of the distressed sales in the industry. The workflow task-based system connects servicers, real estate agents, and vendors in a single environment. The platform can be delivered with embedded best practices or customized to meet servicers' needs. The platform can also help deliver:

- » Scalability to help drive greater efficiency
- » Lower operational and capital costs
- » Transparent operations
- » Controlled information sharing
- » Exceptional support and service

INDUSTRY AWARDS, ACCOLADES, AND MILESTONES

- » Inclusion on 2018 Tech100 for Equator
- » 2017 Vanguard Award—John Vella
- » 2017 NAWRB Roaring Thirty Awards—Lora Helt
- » Inclusion on 2017 Tech100 for Equator, Hubzu, and Investability®
- » Altisource Portfolio Solutions: Company of the Year in Real Estate—Bronze Stevie Award
- » Altisource PR Team: Communications Department of the Year—Silver Stevie Award
- » 2016 Best in Biz Awards: Most Innovative Service of the Year—Investability
- » 2016 REAL Trends 500—RHSS
- » 2016 IAOP Global Outsourcing 100 (sixth consecutive year)
- » RHSS top 15, nationally ranked brokerage²

² REALHOME Services and Solutions (RHSS) is the 12th largest U.S. brokerage by transaction sides in the 2018 REAL Trends ranking.

ASPEN GROVE SOLUTIONS

240.345.3430

AspenGroveSolutions.com

COMPANY DESCRIPTION: Founded in Boston, Massachusetts, and now based in Frederick, Maryland, Aspen Grove Solutions (Aspen) has been providing technology solutions to the mortgage default services industry since 1997. Aspen's property servicing platform is unique to the industry. By focusing on solutions to manage everything to do with the property asset, while complementing loan servicing, Aspen is revolutionizing default servicing. Servicers are reaping the benefits of having a single view of everything that happens on the asset level, no matter which third-party vendor or internal team member carries out the work. Aspen believes that better outcomes for servicers lead to better outcomes for borrowers.



KEY PERSONNEL

- » **Edmond Buckley**, President
- » **Sean Ryan**, CEO
- » **Mike McAuliffe**, COO
- » **John Gannon**, CFO
- » **Ron Briggs**, SVP Business Development
- » **Niamh Hennessy**, Senior Vice President, Professional Services

COMPANY HISTORY: Aspen Grove Solutions has spent more than 20 years building, implementing, and integrating innovative solutions for the mortgage field services industry. Aspen has been Wells Fargo's technology solutions partner since 2000 and introduced the industry-standard background check and proof of compliance model in 2014. Aspen Grove Solutions' systems are now used by more than 20,000 organizations in the mortgage field services space.

AREAS OF EXPERTISE:

- » Inspections
- » Preservations
- » Conveyance management
- » Vendor management & compliance
- » Hazard claims
- » REO & short sales
- » Broker & agent solutions
- » Third-party data

ASPEN'S PROPERTY SERVICING PLATFORM

Aspen delivers property servicing solutions through a unique platform, using advanced technology to integrate seamlessly with your existing processes. It also increases their speed, flexibility, and efficiency, and gives servicers control and power over servicer data.

KEY FEATURES/BENEFITS

- » Aspen Grove Solutions' property servicing solutions give mortgage services and asset owners complete control of their assets during the full default lifecycle.
- » The Aspen property servicing platform is the product of more than 20 years of experience in the mortgage industry.
- » Aspen focuses on solving industry-wide problems where control and transparency have been difficult to manage.
- » The solution enables cost control and recovery, investor allowable management, the elimination of bill-backs, vendor oversight, compliance and reputational risk, quality control, and community safety.
- » Our unique property-centric perspective provides a single view of all activity across the entire life cycle of the property.
- » Aspen's commitment to excellence and the innovative approach of our 140-strong workforce ensure clients' expectations are continually exceeded.

Additional benefits include: a property servicing platform that gives you full control over your assets; a fully transparent, connected vendor network; guaranteed application, network, and data security; compliance, efficiency, and profitability in a nondisruptive solution; a transformed pre-foreclosure business model for servicers; increased compliance decreased risk, reduced costs, and improved quality.

Some of the country's largest organizations have used Aspen's property servicing platform to transition \$100+ billion worth of assets:

- » 1 million work orders processed on a MONTHLY basis
- » 20,000 vendors managed through Aspen platform
- » 3.0 million properties currently on the platform
- » 23 million photos uploaded to the Aspen platform
- » 40,000 BPO's processed on a MONTHLY basis
- » 250,000 REO and HUD assets sold
- » 80,000 peak active REO assets managed on the platform
- » Unlimited monthly onboarding capabilities

COMPETITIVE ADVANTAGE:

A Technology Partner Who Works with You

Aspen Grove Solutions is a cloud-based technology workflow solution provider. The company embraces agile development and a philosophy of being easy to use and quick to implement. Their proven methodology and business expertise help them to understand client requirements and develop technology solutions that meet those needs. The collective knowledge, 20+ years' experience, commitment to excellence, and innovative approach of Aspen's 150 strong workforce ensure clients' expectations are continually exceeded.

Information Security Accolades

- » Certified to ISO 27001 for Information Security Management Systems. Aspen is certified to the full scope at all sites.
- » Certified to ISO 22301 for Business Continuity Management Systems. Enterprise standard solutions are maintained for supporting customer systems, and regular auditing against this standard are performed.
- » PCI DSS Compliant to Level 2
- » Aligned to NIST Controls and Standards
- » Certified Microsoft Gold Partner
- » Critical Suppliers are required to produce evidence of ISO 27001 Levels of Information Security Protection or SOC-1 Compliance Reports.
- » Bitsight Rating: 780/900



ASSERO SERVICES, LLC

866.832.1711

Assero24.com

COMPANY DESCRIPTION Assero Services, LLC (Assero) is a full-service field service company, part of the 24 Companies family. Teams across the country work to manage the entire real estate life cycle from pre-foreclosure to REO field services and asset management. Assero in-house field employees are the “best defense for a better neighborhood.” Assero manages its business from three regional offices in Philadelphia, San Diego, and Miami. Additionally, 15 Field Depots are spread throughout the country in major metropolitan cities to house field operations. Assero works with its in-house crews and over 3500 experienced small and minority-owned businesses to maintain a nationwide coverage network.



KEY PERSONNEL

- » **Lee Mertins**, Partner
- » **Brian Nisbet**, Partner
- » **Eduardo San Roman**, Partner
- » **Greg Seale**, Partner
- » **Jim Hillsman**, Managing Partner

GEOGRAPHICAL SCOPE AND COVERAGE AREA

50 states and U.S. territories

NUMBER OF COMPANY EMPLOYEES

235

REGULATORY COMPLIANCE Assero Services utilizes state-of-the-art technology that provides secure SSL and SSH encryption, is SOC 2 Type II compliant, and utilizes MISMO standards. Compliance teams keep operations in line with CFPB guidelines and property registration as outlined by state and local requirements. This team monitors, updates, and ensures changes are documented. They also complete a biannual review. Assero Services has integrated its technology directly with the largest servicer platforms.

BUSINESS LINES, SERVICES, AND PRODUCTS

Assero Services LLC is a full service company providing property preservation, maintenance, renovation and repair, inspection, HOA/Tax and utility services, tenant-occupied services, and vacant property registrations. 24 Asset Management Corp. is a full-service management and marketing real estate firm. As a certified Minority Business Enterprise (MBE) the company managed the disposition and sold over 200,000 assets in the past eight years. The company's well rounded experience in the industry provides a complete approach to real estate services, which consistently exceed performance expectations that are not just metrics driven, but value focused.

COMPETITIVE ADVANTAGE

In-house crews doing preservation work and technology. Technology eliminates redundancy and waste. A large part in efficiencies gained are created from continually advancing the technology which drives the operations. Assero's staff search for wasted efficiencies as opportunities for growth.

ADDED CLIENT VALUE Assero operates by a belief in hard work. “Our clients hire our teams to do the toughest jobs which others cannot do. It is the tough tasks we accomplish each day that make us a value to our clients and gives us the largest sense of accomplishment. If what we did each day was not hard, then we probably did not create any value for our clients,” said Eduardo San Roman, Partner.

Responsiveness—the ability to address challenging issues with in-house crews when a vendor cannot perform. Assero focused vendor-management creates a granular model at the level of vendor oversight, audits, and ongoing field quality control to meet all of its clients' goals: (1) Assero will ensure a high standard for preservation and maintenance for properties that preserve and enhance communities; (2) Assero utilizes web and mobile technology, robust communication, and program procedures in such a way that provide clients consistent, accurate real-time access to all property-related information;

(3) Assero will work in partnership to preserve property values and maximize clients' net return; and (4) Properties are maintained in a manner that reflects a high standard of care so every property is meeting expectations of the property condition at all times.

KEYS TO SUCCESS Assero has a relentless work ethic and commitment to never stop innovating in order to achieve measured performance results.

COMPANY HISTORY Assero Services (formed in 2012) grew out of 24 Asset Management's field service team (formed in 2007). The team saw the need for field service companies, brokers, and sales to better listen to each other. As the industry has and will continue to evolve, Assero has become an industry leader through closely working with its partners to provide innovative solutions. These solutions provide both Assero and 24 Asset's clients with a single source for real estate and mortgage field services, and a cost effective solution to the management of homes.

KEY FEATURES/BENEFITS In-house crews, superior technology, and experienced staffing. Assero's in-field employees experience gives them the ability to develop and implement programs and processes that benefit their clients. Assero training of its real estate professional begins at the street level, where the QC teams spend nearly all their time in the field to provide valuable insight and experiences via its crews and subcontracting partners. A call into the Assero operations center will provide a connection with an educated and dedicated real estate professional who can solve problems, work through difficult situations, and each employee is empowered to make decisions on the fly as the industry is built on the rapid deployment and completion of all required services. These are very valuable assets Assero has been assigned to manage and maintain, and the team takes tremendous pride and work; with an extreme sense of urgency on all of its assignments.



AUCTION.COM

800.793.6107

Auction.com

COMPANY DESCRIPTION Auction.com is the nation's leading online real estate transaction marketplace focused exclusively on the sale of bank-owned and foreclosure properties. The company brings a breadth of quality assets to the market, attracting prospective buyers through world-class marketing and leveraging a scalable technology platform to conduct transactions in a transparent, efficient manner.



KEY PERSONNEL

- » **Jason Allnutt**, General Manager
- » **Colleen Lambros**, Chief Marketing Officer
- » **Ali Haralson**, Chief Business Development Officer
- » **Min Alexander**, Chief Operations Officer
- » **Amit Aggarwal**, Chief Technology Officer

STAFFING: The organization currently has more than 1,000 employees.

GEOGRAPHICAL SCOPE AND COVERAGE AREA:

Auction.com hosts over 16,000 auctions and 2,000 customer facing events across 3,100 U.S. counties annually, with buyers from around the globe.

INDUSTRY AWARDS, ACCOLADES, AND MILESTONES

- » CapitalG (formerly Google Capital) Investment (2014)
- » Mobile Excellence Award (2014)
- » Unveiled the first real estate Nowcast, which leverages industry, transactional and Google search data to predict housing market trends as they are occurring. (2014)
- » Thomas H. Lee Partners Acquisition (2017)

COMPANY HISTORY: Auction.com was founded in 2007 by long-time auctioneers and entrepreneurs Jeff Frieden and Rob Friedman and was originally focused on selling distressed homes via live auction events. In 2008, with a goal of making transactions easier and more transparent for buyers and sellers, they began to leverage Internet technology to create what is now the nation's leading online real estate marketplace. When the foreclosure crisis hit, the company became the go-to resource for sellers looking for a better, faster way to market their distressed assets. The business also expanded into the commercial real estate market in 2009.

Today, Auction.com continues to drive the technological evolution forward within the real estate disposition market. The marketplace utilizes innovative digital technology solutions paired with local market insights from its real estate partners to guide sellers and investors toward meeting their goals in the most optimal and efficient manner. Additionally, these parties find the magnitude of the marketplace, the support of Auction.com's teams, and constant communication via mobile app, property alerts, and automated property status emails essential to finding and securing the right properties for them.

KEY FEATURES/BENEFITS Whether online or on-site, Auction.com offers buyers unprecedented insights into properties through its ability to aggregate intelligence and provide to information such as a property's condition, its occupancy status, the neighborhood it's located in as well as access to important resources, such as title reports, tax lien documents, property insights reports, etc. For sellers, the company utilizes resources such as historical customer behavioral data, public records, and attorney information among others to help support pricing or selling strategies, reducing disposition timelines for higher sell-through-rates.

Beginning in 2017, Auction.com introduced online third-party sales in Ohio, in conjunction with Private Selling Officers (PSOs). Now, buyers looking for real estate in Ohio can bid anywhere throughout the world via digital or mobile device and still experience the optimal, streamlined and transparent environment that Auction.com is known for.

COMPETITIVE ADVANTAGE: The unique online platform offers the most extensive volume of distressed residential property listings of any real estate marketplace. Auction.com attracts up to 35x more traffic than the leading competitor and boasts more engaged buyers as well. The company's customer-centric focus enables its team of experienced professionals to bring the best industry insight and specific use cases to customers.

When it comes to choosing the right partner to support investors' business, size matters. No other online marketplace provides investors with access to the volume of available properties paired with the level of industry-leading customer support, available through the channel of their choice. Since the launch of Auction.com's platform, it has grown to encompass millions of registered users and has sold more than 300,000 properties worth more than \$33 billion. Through its online marketplace, investors have access to properties in all 50 states.

ADDED CLIENT VALUE Customers find the process of selling and buying distressed assets much easier through Auction.com. Unlike traditional methods, Auction.com maximizes the number of investors able to view a property, connecting potential buyers throughout the world to specific properties meeting their criteria. Through Auction.com, sellers are finding that their assets are being sold sooner thanks to greater level of interaction between the selling and buying parties. By uniquely leveraging internet and mobile technology, Auction.com helps sellers rid their balance sheets of distressed assets, save in operational and financial costs and contribute to the stabilization of neighborhoods.

KEYS TO SUCCESS

The ongoing success of Auction.com is a result of:

- » A culture that is sharply focused on being aligned with and committed to the needs of our customers and our staff
- » Deep industry knowledge enhanced by data science
- » Superior execution stemming from strategic clarity and prioritized investment
- » A philanthropic mission of giving back to organizations and communities nationwide



AUCTION.COM

CYPREXX SERVICES, LLC

877.339.8202

Cyprex.com

COMPANY DESCRIPTION

Cyprex Services, LLC is 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 client's needs. Cyprex is a trusted, financially stable partner.



KEY PERSONNEL

- » **Ed Mullen**, CEO
- » **Tony Maher**, Director of Business Development
- » **Adam Palmer**, Director of Property Preservation Operations
- » **RJ Ory**, Executive Director of Repairs and Products
- » **Lynda Green**, Director of Client Services

STAFFING

360

GEOGRAPHICAL SCOPE AND COVERAGE AREA

United States, Puerto Rico, Guam

BUSINESS LINES, SERVICES, AND PRODUCTS

- » Inspections
- » Property Preservation
- » Repairs
- » REO Initial Services & Maintenance
- » Utility Management
- » HUD Conveyance Preparation
- » VPR
- » InvisiBoard - Clear Boarding system
- » RailKit systems
- » Lockwise - Digital Entry Management system

REGULATORY COMPLIANCE

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

KEY FEATURES/BENEFITS

- » Full-service default provider
- » More than 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

In addition to providing excellent service in the property preservation space, Cyprex is continuously bringing innovative products to market.

Cyprex has partnered with Prempoint Inc. to bring a Bluetooth Lock and Entry Management System to the property preservation space. Prempoint Inc. is an Internet of Things (IoT) company changing the way people share and access connected technologies. This system solution replaces the traditional lock with a web module, APP and Bluetooth smart device. No more key issues or rekeys when a property is sold. The web reporting and tracking capability enables entry control of any vendor servicing a property, and the strengths of this technology are that it controls who enters the property, when they are there, and tracks how long they remain inside.

The technology will facilitate interaction with vendor background information, ensuring vendors are in compliance every time they enter a property. The competitive edge in today's marketplace is full entry control of the property, the elimination of keys and all the issues and risks associated with key access.

Some of the major pain points in managing property access are:

- » Not knowing the who, when, and how long vendors are at a property
- » Lost or copied keys that incur rekey costs and security concerns
- » Travel time and costs for agents to allow prospective buyers into a property

The competitive edge Cyprex and Prempoint bring with this technology is:

- » All-in-one access: Resident, showings, and vendor maintenance
- » Simple to manage: Prempoint and a Cyprex smart lock . . . that's it!
- » Support for RFID smart cards as a secondary access credential
- » Patent-pending "Social Entry Point Control System"

In addition to the entry management program described above, Cyprex introduced InvisiBoard in 2014 as an alternative to plywood boarding and its Patented Installation system is flexible to various boarding conditions and not visible from a street view, adding to its impact in helping to reduce neighborhood blight.

Cyprex also introduced RailKit, a self-assembly, finished aluminum safety rail introduced in 2015. It is helping to reduce neighborhood blight by offering an attractive alternative to the various, and often unsightly, wooden handmade models currently in the field.

KEYS TO SUCCESS

Cyprex is a client-centric company and teams are established at the client level, providing tailored, dedicated specialists to a client's portfolio. As such, clients always speak to the respective parties managing their assets. Cyprex makes it easy to do business and is consistently acknowledged by clients as the easiest company to work with amongst its peers. Its proprietary technology platform and in-house IT division provide Cyprex with the flexibility to meet clients' needs. Cyprex has a relentless pursuit of quality, compliance focus and holds data security as a priority.



DIMONT

972.428.6900

Dimont.com

COMPANY DESCRIPTION: Founded in 1996, DIMONT is a leading provider of technology enabled solutions in collateral loss mitigation management for mortgage and auto lenders, servicers and investors across the United States. DIMONT is the original provider of hazard insurance claims adjusting for mortgage servicers; in the past few years DIMONT has expanded its service offerings to incorporate a holistic view of collateral protection and liquidation loss mitigation. Among other things, DIMONT's proprietary technology leverages the specialty knowledge of its experienced staff of claims administrators and adjusters to add value to its clients in the areas of flood valuations, investor claims processing and loss draft management. DIMONT's solutions are custom crafted to support the needs of individual clients across all portfolio types through a combination of knowledge, service opportunities, workflow configuration, and the unique expertise of its team.



KEY PERSONNEL

- » **Denis Brosnan**, President & CEO
- » **Laura MacIntyre**, Chief Revenue Officer
- » **Fran Weichsel**, SVP, Client Services
- » **Valerie Elkins**, VP, Business Innovation
- » **Rick Lewellen**, Director, National Sales

BUSINESS LINES, SERVICES, AND PRODUCTS

DIMONT's Loss Drafts service combines its industry knowledge of insurance claims, inspection reviews and repair processes with a flexible web-based collaboration portal enabling the homeowner, mortgage servicer, investor, and DIMONT claims personnel to upload claims-related documentation and to share case status information electronically. This groundbreaking approach expedites resolution of the loss drafts process, providing the homeowner with a positive customer experience and ensuring peace of mind for the servicer/investor through DIMONT's collateral protection expertise.

KEY FEATURES/BENEFITS

The nature of DIMONT'S solution is based on the tenants of being simple and intuitive. DIMONT designed this with complete transparency in mind throughout the life cycle of the claim for both the homeowner and servicer. There are customized dashboards, status messages and access to FAQs that provide homeowners the education they need to understand the process and resolve their claim, allowing the servicer to engage with the homeowner on a more meaningful level, and upgrading the homeowner from being a passive participant to an active driver in the process. In addition, the flat rate pricing offered helps the servicer control their costs while managing what was previously a difficult to predict cost model.

DIMONT also offers:

- » Real-time claim information, accessible by all constituents
- » Risk models tailored to loan-specific criteria
- » Customized 'To-Do' list provides ongoing homeowner guidance throughout the process
- » Visibility of the loss draft payment and repair status for homeowner and servicer
- » Robust queue-based system supports faster claims resolution and repair completion, with oversight by DIMONT's claims management experts
- » Complete audit trail of uploaded documents and event tracking
- » Mortgage servicer maintains contact with homeowner throughout

COMPETITIVE ADVANTAGE

DIMONT created the market for Hazard claims over 22 years ago. In 2015, the company started down a path to evolve their business by reaffirming who they are: a specialty, technology-enabled services business dedicated to helping

investors and servicers reduce their losses on collateral. This commitment guided DIMONT's strategic development: they began by building a flood insurance valuation business, which was immediately successful. Next they added an investor claims service and, most recently, created a technology-based approach to Loss Drafts management that changes the way servicers oversee this process. The hallmark of DIMONT's efforts is an unwavering focus on applying their expertise and technologies to reducing losses on collateral.

ADDED CLIENT VALUE

DIMONT makes hard stuff—insurance and claims—simple and cost effective. For example, the Loss Drafts process is complex and difficult for a servicer to manage. It is not their core competency, and the nature of the Loss Drafts environment is that a client is dealing with a bad and unexpected occurrence. Particularly when natural disasters occur, such as the recent hurricane and wildfire activity seen in the Gulf States and out West, often times Loss Drafts occur in batches, requiring a servicer to manage large influxes of claims at a time. Aside from DIMONT's experience and technology, the company is able to manage those volume influxes and offer the expertise that the servicer doesn't have.

KEYS TO SUCCESS

At the end of the day, for DIMONT, it's really all about staying client-centric and focused on their core businesses, which helps reduce collateral-related losses. DIMONT has built a great team who shares the company's values, vision, and dedication to being a driver for change in the industry. DIMONT will keep growing and innovating by helping clients wade through the intricacies in managing their collateral-related risks.

INDUSTRY AWARDS, ACCOLADES, AND MILESTONES

Denis Brosnan honored in the 2018 CEOs of the year edition of *Subprime Auto Finance News*



EQUATOR[®] AN ALTISOURCE[®] BUSINESS UNIT

310.469.9018

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).



KEY PERSONNEL

- » **James Vinci**, VP, GM
- » **George Roletter**, VP, Digital Products and Marketing
- » **Jarad Bernotavicz**, Director, Product Management
- » **Bill Mueller**, Director, National Sales

STAFFING

175 company employees

GEOGRAPHICAL SCOPE AND COVERAGE AREA

United States

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).

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 *HousingWire* Tech 100

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.

EQUATOR[®]

INDISOFT LLC

410.730.0667

Indisoft.us

COMPANY DESCRIPTION: Columbia, Maryland-based IndiSoft LLC, has rapidly grown to become one of the leading companies in the industry. IndiSoft LLC develops, licenses, and supports a wide range of SaaS solutions and PaaS solutions for the financial services industry, including the Sunesis Platform. Indisoft's award-winning array of technology offerings include everything from basic software consulting to complex software design and development. IndiSoft, which was selected as one of the Top 50 Service Providers by Mortgage Technology magazine, continues to lead the innovation in transforming how the default servicing industry communicates and exchanges information.



END-USER CATEGORIES:

- » Lender/originator
- » Servicer/subservicer
- » Attorneys
- » Outsourcer
- » Service provider

KEY FEATURES/BENEFITS

- » Smart workflows to automate decisions and processes
- » Standardized testing
- » Core key regulatory compliance
- » Manage multiple types of engagement
- » Detailed user testing productivity and quality results
- » Process audits for company's internal and external process
- » Configurable workflow manages several types of vendors
- » Real-time interface with all approved and authorized third-party sources
- » Delivery platform: PaaS

USER STATS:

- » 16.7 million loans reviewed
- » 10 million mortgage QC tests
- » 61.3K business users

COMPETITIVE ADVANTAGE

The IndiSoft platform is highly configurable, so workflow, performance metrics, business rules, and risk parameters can be changed on-the-fly by users with the proper administrative authority and access. IndiSoft's senior management has deep industry knowledge from risk management to regulatory compliance, servicing, and originations. IndiSoft technology is known for its collaborative architecture, which allows multiple stakeholders to participate seamlessly in any business process to create maximum efficiency, transparency, and accountability.

ADDED VALUE TO CLIENTS

IndiSoft not only has superior technology but provides consultative services to assist with enterprise-level technology strategy and the most effective deployment of IndiSoft's technology including assistance with systems integration.

KEYS TO YOUR SUCCESS

A major factor is what is referred to as the "As-is" review and "To-be" state. IndiSoft reviews the client's operations, technology, workflow, data sources, third-party partners, systems integration, and document management and create a blueprint of their current state. The company then delivers a deployment plan for whatever Sunesis functionality is purchased, which is the "to-be" state.

INDUSTRY AWARDS, ACCOLADES, AND MILESTONES

- » 20 Most Promising Quality Management Solution Providers - 2017 Top 50 Service Providers by *Mortgage Technology* magazine
- » *HousingWire* awards IndiSoft as the housing economy's 100 most innovative technology companies for 2015
- » Sanjeev Dahiwadkar chosen for MPA's Hot 100
- » IndiSoft selected as one of the 20 most promising legal technology solutions providers



RES.NET

800.760.7036

RES.NET

COMPANY DESCRIPTION RES.NET offers an all-encompassing technology suite including Loss Mitigation, Valuation, REO, and PropertyCure Data Portals as well as the new Construction Management Module. These portals are regularly enhanced to meet the changing demands of traditional servicing markets, investors, and capital markets. By integrating enterprise features such as tasking, reporting, and document sharing with flexible customization offerings, RES.NET provides a comprehensive and transparent solution.



KEY PERSONNEL

- » **Keith Guenther**, Founder and CEO
- » **Michael Bull**, CFO
- » **Rob Pajon**, SVP, Marketing and Product
- » **Angela Hurst**, SVP, Strategy and Development
- » **Jon Dipre**, Operations Manager

BUSINESS LINES, SERVICES, AND PRODUCTS

- » Suite of Solutions: Loss mitigation, valuation, REO, and PropertyCure Data Portals
- » Recently added: Construction Management Module & Interactive AVM Tool
- » Customizable document and data extracts
- » Streamlined communication between agents, homeowners, eviction, title and closing vendors, property preservation specialists, appraisers, AVM providers, valuation ordering hubs, and systems of record, including MSP and servicer suite subscribers
- » Constant system enhancements via sprint cycles generated by user feedback and industry changes
- » Custom tasks and fields created in hours without development cycles
- » Coming Soon: Mortgage Insurance (MI) Claims Tool, Repair Estimator with Analysis Tool

GEOGRAPHICAL SCOPE AND COVERAGE AREA

National Coverage with U.S. Territories

KEY FEATURES/BENEFITS

RES.NET provides a system that is constantly evolving in response to broad industry trends and customer feedback, while also maintaining the flexibility to create customized solutions that serve the needs of each individual customer. RES.NET's custom workflow, approval engine, offer submission tool, and reporting capabilities provide servicers with the tools to augment their business practices and ensure compliance at all times.

Top-Down Transparency

- » Ensures adherence to business controls between external partners and internal processes
- » Administrative access and process controls
- » Process based workflow for vendors and consumers associated with each asset

Integrated Technology

- » REO Portal
- » Loss mitigation portal with short sale & DIL modules
- » Valuation portal
- » PropertyCure data portal
- » MSP, Fiserv, and various SOR connections

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-ODS (operational data store)

Custom Workflow

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

COMPETITIVE ADVANTAGE RES.NET is the only technology solution that equally caters to each user type. Customers who seek a state of the art, customizable solution that can be augmented as their operational needs change are served along with those who seek an out of the box solution that need to be implemented within days. RES.NET's technology is flexible enough to ensure that one system truly fits any business need.

ADDED VALUE TO CLIENTS

As real estate cycles change so do customer's strategies. RES.NET is dedicated to providing new tools, such as the recent Construction Management module, which allows customers to quickly pivot as their strategy changes. Also recently added, Asset Strategy tools provide an interactive AVM tool which gives the user access to review and overwrite the subject property information such as living area, number of bedrooms and bathrooms, year built, and land area. Users also have the ability to choose the specific comparables that are used, along with interior subject and comparable photos. With new features constantly being added, RES.NET offers solutions that reflect current market trends and allow their customers to gain the most out of every asset.

KEYS TO SUCCESS

RES.NET's success is a result of our commitment to remaining agile. The system is constantly updated via sprint cycles based on internal feedback, user surveys, and customer requests. Although general trends can be acted upon by the company, they also know that each client has needs specific to their business. RES.NET products are built to provide each user with the flexibility to augment the system as they see fit without having to rely on costly and time-consuming development cycles. By listening to customers' needs and designing a system that is flexible and customizable, RES.NET has secured its place as a leading provider of real estate technology.



WEATHERCHECK

502.208.8424

www.weathercheck.co

COMPANY DESCRIPTION:

WeatherCheck is the best way to know when and how to act—before and after damaging weather events—to maximize recovery from defaulted assets. Every real estate portfolio needs the security of WeatherCheck, a new tool for saving money, saving time, reducing costs, and optimizing insurance efficiency. Every asset is insured, but are premiums leveraged well? Customers can maximize recovery from weather damage to defaulted assets by knowing when and how badly they are affected. WeatherCheck is the only company making premise-specific damage assessments and sending pre- and post-event weather alerts to trigger specific actions. Take preventative action? Fix or not fix? File a claim or not? Activate field servicers and maintenance crews? WeatherCheck is the solution. WeatherCheck starts by looking back a full year, for existing damage still eligible for claims, then monitors addresses 24/7/365, with a proprietary, conservative algorithm clients can trust.



KEY PERSONNEL

- » **Demetrius Gray**, Founder, CEO
- » **Jermaine Watkins**, Founder, CTO
- » **Chona Camomot**, Chief of Staff
- » **Jake Tidmore**, Sales Manager
- » **Tanya Wlodarczyk**, Design Manager
- » **Jan Winter**, Content Manager

BUSINESS LINES/SERVICES/PRODUCTS

WeatherCheck helps real estate owners find structural damage eligible for value recapture through insurance claims. The company currently monitors for hail, and will add monitoring for eight other perils by the end of 2018, including wind. Customers pay for insurance, now they know every time that it will pay off.

DELIVERY PLATFORM

WeatherCheck is a software as a service (SaaS) company, that enrolls addresses through annual subscriptions. All services are available 24/7/365.

KEY FEATURES/BENEFITS

Key features of WeatherCheck include automated response with immediate notification for impending and incurred weather-caused damage to each enrolled property; damage assessments for better informed decision-making that reduces costs; SMS and email notifications to a list of designees; easy enrollment with user-friendly dashboard; and exemplary customer service response. WeatherCheck automates a weather response strategy, so clients can mitigate damage before events, and maximize recovery after. For assets where no one is living currently, WeatherCheck is like being there, 24/7/365.

The increasing frequency and intensity of destructive weather events has pushed property preservation to primary concern for owners. It's not a matter of "if" anymore, it's a matter of when and how badly customers' portfolios will be affected. WeatherCheck can monitor any structure.

WeatherCheck gives customers the control of knowing precisely when and how to act, without paying someone to get up on every roof. Customers will always know the condition of each property and avoid credit harm from carrying an excessive percentage of damaged properties. Immediate notification means the customer is the first to report damage, so they are the first to get repaired, even after major events.

USER STATS

WeatherCheck serves a national customer base of more than 23,000 properties owned by real estate investment trusts, property management firms, single-family rental companies, enterprise owners, institutional owners, affordable housing trusts and nonprofits, municipalities, government agencies, and individual homeowners.

COMPANY HISTORY

WeatherCheck was founded after the company realized how many people, lenders, servicers, and investors were not getting anywhere close to the full value of their asset insurance. Many don't know when or how to file a claim successfully. The company quickly realized a key market is RE portfolios, with managers physically removed from assets which are often insured only for structural damage. WeatherCheck set out to automate the entire process, and truly disrupt the way real estate coverage is used: in favor of the insured, as with car or health insurance. Their concept is working.

WeatherCheck is one of two winners of the inaugural INGUARD Fellowship, an international project to connect insurance carriers, technology companies, and startups. WeatherCheck's CEO, Demetrius Gray, is a sixth-generation Kentuckian and third-generation entrepreneur, with experience building and selling companies in the real estate and construction spaces. Founded in 2016, the keys to the company's success are their team of smart, creative collaborators, and dedication to service.

Every portfolio needs the security of Weathercheck, to optimize insurance efficiency. Go to WeatherCheck.co today and check any address for free.

