

Innovative Field Services

CORPORATE DETAILS: 551 North Country Road, Saint James, NY 11780 | 631.676.4222 | BGInspect.com



a positive energy across the board translated through clear line of communication and transparency.”

BUSINESS LINES, PRODUCTS, AND SERVICES

- » Key features – Inspections, Property Preservation, Hazard Insurance Repair, REO, Code Violation Abatement
- » Delivery platform – Web based
- » Key benefits – Regional concentration with hands on oversight of their vendor network with an extensive quality control program
- » 35,000 monthly inspections
- » 50 full-time employees
- » 200-plus inspection, preservation, and rehab vendors

COMPETITIVE ADVANTAGE:

Founded in 2002, by William Garrecht, Innovative Field Services transitioned to a full-service regional field service company in 2006. At Innovative Field Services, they work closely with their vendors to ensure they are performing to the highest quality standard, while being as efficient as possible. Additionally, they pride themselves on the tenure of not only their employees, but their vendors and their vendors’ experience within the industry. From inspectors, general contractors, insurance adjusters to code officers; Innovative Field Services understands the challenges in the field. At Innovative, they have the ability to establish long standing relationships with municipalities. This has given them the opportunity to work closely with clients and continue developing best practices to effectively manage their portfolios. The goal of Innovative Field Services is to provide clients with the highest quality services. Whether they are providing a quote, performing a site inspection, or taking measures to preserve a client’s property, each job is performed thoroughly and carefully. Clients rely on and utilize Innovative Field Services to ensure their work is being handled professionally, correctly, and on time.

ADDED VALUE:

As a regional field service provider, Innovative Field Services hands on approach, in every aspect of their business, has allowed their vendors to thrive in a competitive market. This has been achieved by providing quality work and timely service. At Innovative Field Services, they understand the importance of quality performance paired with timely work order completion, as well as, clear and concise communication with vendors, municipalities, and clients. The relationships they have built within the communities they service has allowed them to be a positive voice for clients and their portfolios. Furthermore, due to Innovative’s understanding of quality performance in the field, they have built and maintained a quality control program that continues to re-enforce the company’s hands on approach and further protect their clients’ portfolios.

KEYS TO SUCCESS:

Innovative Field Services’ “boots on the ground” approach has proven successful from the expectations set forth by their field vendors and the relationships established with local municipalities. Through these relationships, they have been able to develop relationships to broaden their network and expand upon their scope of capabilities. Additionally, respecting, listening to, and understanding the challenges, as well as feedback, from field vendors, clients, and municipalities has allowed Innovative to establish industry best practices and quality controls to optimize and protect client’s portfolios.

KEY PERSONNEL

Bill Garrecht | President

Dave Esteves | VP of Inspections

Joe Milito | VP of Preservation

Andrea Kennedy | AVP of Preservation

Caela Lakios | Director

CONTACT:

Caela Lakios
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END-USER CATEGORIES

Service Provider

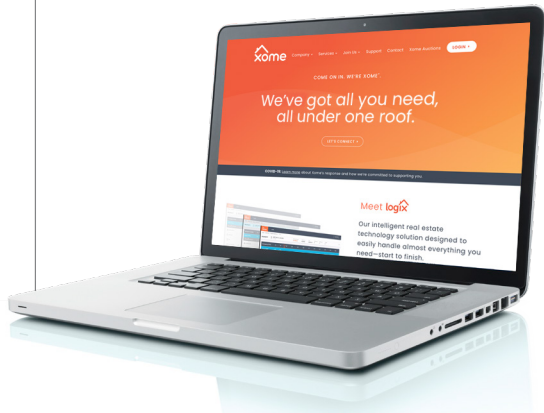
CLIENT TESTIMONIAL:

“Innovative Field Services is a great company to work with as they always strive towards achieving a win-win situation for all parties involved in the preservation and inspection world. Their consistent performance in achieving client timeline and qualitative field work has created a new benchmark in the preservation industry which is a great example and motivational factor to get inspired with. There is knowledge, respect, and passion at all levels of personnel at Innovative Field Services, this makes us even more exciting to work with them for a common goal. We have always observed



Xome

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KEY PERSONNEL

Mike Rawls | CEO

Joe Cutrona | SVP Exchange

Al Broadway | SVP Valuations

Lisa Heitzmann | SVP Originations & Home Equity, Title

Kristen Estrella | SVP Default, Title

COMPANY DESCRIPTION

Xome® supports the entire real estate lifecycle with Title, Valuations, Field Services, Asset Management, Auction, Portfolio Recapture Solutions, and Data Services—all under one roof. Services can be used separately or combined to achieve an integrated, intelligent, end-to-end solution. Xome is focused on adding capacity when and where it's needed, streamlining operations, and reducing delays to help simplify the complex world of mortgage servicing and lending for its customers.

PRODUCTS & SERVICES

Through Title365, they offer nationwide title services for originations, post-closing, servicing, and default. With title services and resources built to flex and meet market changes, the Title365 team helps streamline the title process while reducing expenses across the board.

Title365 invests in automation technology to reduce manual processes and digital tools that speed up the title process. Services include:

Closing & Settlement:

- » Traditional, full eClose, hybrid, and RON
- » Seamless integration with preferred signing tools

Refinance

- » Customizable decision engine for higher pull through without extra headcount
- » Streamlined process: Instant Clear-to-Close, Expedited, and Traditional Title

Home Equity

- » Cascade solution based on risk, including vesting and property reports
- » Nationwide services for all home equity lending regardless of lien position
- » Fully customized, solution-based offerings

Loss Mitigation

- » Full suite of loan mod services, including property reports and endorsements
- » Deed-in-lieu and short-sale
- » Reduced cycle-time and operating costs

Foreclosure

- » Foreclosure Information Report (FIR)
- » Litigation Guarantee
- » Preliminary Judicial Report (PJR)
- » Trustee's Sale Guarantee (TSG)

REO Title & Closing

- » Single title search throughout default cycle
- » Eliminates duplicative title costs and reduces turn times

CWCOT Dual Path End-To-End Conveyance and Post-Sale Conveyance

- » Single solution for entire CWCOT process
- » First-chance engagement
- » Updates during second-chance closing cascade

Standalone Title Curative and Lien Release

- » Correct issues on the chain of title
- » Identify outstanding liens and judgments
- » Ensures proper parties execute & record to prevent process errors

Replacement Policies

- » Identical coverage as initial policy
- » Ensures investor requirements are met

KEY FEATURES & BENEFITS

- » National coverage and vast notary panel
- » Instant title decisions for faster funding
- » Integrated valuation title services
- » Quick ramp up for originations and default
- » Multiple digital closing options, including RON
- » Dedicated relationship management teams

COMPETITIVE ADVANTAGE & KEYS TO SUCCESS

- » Xome covers the entire real estate lifecycle from originations through the default process.
- » Services are available separately or combined as part of a larger end-to-end solution.
- » Easily provides operational capacity for clients when and where it's needed—a key benefit as high originations volume continues and default activity increases.
- » Ability to stitch together data across all aspects of the real estate lifecycle and provide greater transparency and insight to clients.
- » Customizable disposition strategies based on a client's risk tolerance and portfolio management philosophy.
- » A strong company culture centered around shared values that drive team member engagement and success.

INDUSTRY AWARDS, ACCOLADES & MILESTONES

- » Great Place to Work, 2019 & 2020
- » Tech100 Real Estate Company, 2020

TESTIMONIAL

"Our proprietary decision-making engine gives lenders a clear-to-close almost instantaneously on 40% of orders."

—Mike Rawls, CEO, Xome

