



MReport

SPECIAL ADVERTORIAL SECTION

E-Lending Guide

A once paper-heavy industry, mortgage is increasingly trading tangible file folders and heavy filing cabinets for weightless e-documents stored in the vast online cloud and accessible from anywhere. As elusive as these documents may be, they are grounded and guarded in a secure environment to protect consumers and lenders.

The evolving world of e-lending is streamlining the process so that it becomes more convenient and less cumbersome for everyone involved. The ability to read, sign, and store documents virtually at the customer's own convenience becomes even more of a priority as millennials begin to make up a meaningful portion of the housing market. These consumers who rely on technology for everything from dating to ordering pizza have come to expect everything in life to be accessible through technology and available around the clock.

Meet the leaders in e-lending and take a look at the revolutionary solutions they are providing to streamline the mortgage process for consumers and lenders.



CalyxSoftware



KEY PERSONNEL

Doug Chang
President

Stephen Lee
CFO

Ben Wu
Executive Director, Technology

Dennis Boggs
EVP, Business Development

Bob Dougherty
VP, Business Development

STAFFING

175 employees

CONTACT INFORMATION

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COMPANY DESCRIPTION

CalyxSoftware is a provider of mortgage software solutions for banks, credit unions, mortgage bankers, and brokers. The company helps streamline, integrate, and optimize all phases of the loan process through its reliable, innovative technologies.

COMPANY HISTORY

When CalyxSoftware was founded in 1991, competitor Contour Software was the preferred LOS for the mortgage industry. However, Calyx's founders sought to develop an alternative LOS that was not only less expensive, but also a better product in that it was easy to use and functioned the way mortgage professionals work. And so Point was created.

This year marks CalyxSoftware's 25th year in business. While the industry has changed significantly—competitors like Contour are no longer in business and many new players have entered the market—Calyx has seen growth in both the broker and financial institution markets. And its flagship solution, Point, is still widely used. In addition, the company continues to expand and enhance its offerings to help its clients meet today's regulatory challenges and take advantage of new market opportunities.

BUSINESS LINES, SERVICES, AND PRODUCTS

The CalyxSoftware loan origination solutions include Point and PointCentral for banks, credit unions, mortgage bankers, and brokers; and PathSoftware, a highly structured, cloud-based system for mid-tier to large, enterprise-level financial institutions. The company also offers Pricer, a fully embedded product and pricing engine; Pace TRID, a web-based collaboration platform; INK-it, an easy-to-use secure electronic signature product; and WebCaster, a website-building tool. Through its LoanScoreCard subsidiary, the company also provides automated underwriting and compliance solutions.

COMPETITIVE ADVANTAGE

CalyxSoftware is committed to providing its customers with the highest level of service and support possible. In addition to customizable in-person training, the company offers all licensed users complimentary phone-based support, live and recorded

online training courses, webinars and access to its Knowledge Base filled with hundreds of step-by-step instructional articles. Additionally, Point is still widely recognized as one of the most user-friendly solutions in the industry. No matter how complex the calculations, business rules or configuration, Calyx remains committed to keeping things simple for the user.

ADDED VALUE TO CLIENTS

CalyxSoftware not only has great engineers and technology experts, but also a driven sales and support team with extensive backgrounds in the mortgage industry. Technical expertise, industry knowledge and an exceptional commitment to customer support have laid the foundation for CalyxSoftware to become a leading provider of automated mortgage solutions.

SPECIALITY

CalyxSoftware is dedicated to developing innovative, easy-to-use technology that helps mortgage professionals increase productivity and profitability. It is proud to give its customers the choice of how they want to deploy their software: on-premises (or self-hosted) or private cloud.

Point has been the industry standard for basic LOSs for many years. It automates the application process, integrates with document, credit, valuation and title providers and handles basic electronic document management. Point also has the functionality to support customer relationship management, marketing programs and secondary marketing activities. It is self-hosted, which gives users greater control over their data.

PathSoftware is the next generation in LOSs. Path is cloud-based and the only data-driven (not form-constrained) LOS on the market. That is, it collects all borrower and property information individually and then uses those fields to populate forms, making it easier to adapt to and comply with new regulations. Path's flexible, yet precisely configured, workflows and role-based functionality help maximize visibility and improve productivity in a single, integrated, multi-channel platform.



DocMagic



KEY PERSONNEL

Dominic Iannitti
 CEO

Tim Anderson
 Director of eServices

Susan Iannitti
 Director of Advertising

Michael Morford
 Director of Product Development

Steve Ribultan
 Director of Business Development

STAFFING

More than 79 employees

CONTACT INFORMATION

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COMPANY DESCRIPTION

DocMagic is the leading provider of fully compliant loan document preparation, compliance, and eDelivery solutions for the mortgage industry.

COMPANY HISTORY

Founded in 1988 by current CEO Dominic Iannitti, DocMagic Inc., is the largest loan document production company in the U.S. Since its introduction, DocMagic's flagship product, DocMagic, has revolutionized the mortgage document industry. The company was an early adopter of numerous technologies, creating innovative products that have resulted in its industry-leading position today.

DocMagic has evolved from a local Southern California document service provider to a national phenomenon. The firm has specialized in consistently developing award-winning solutions and technology to make clients more productive, promote operational efficiency, and mitigate compliance risk.

DocMagic maintains the SSAE-16 Certification. The highest level of certification available, this validates that its software and systems meet the rigorous operational controls associated with Sarbanes Oxley compliance.

BUSINESS LINES, SERVICES, AND PRODUCTS

DocMagic has been a leader in the management and delivery of compliant document packages for lenders for more than 25 years. The company has expanded its offerings over the years to provide a full range of compliance and eMortgage services.

Today, the company offers document management, compliance, eSign, and other eMortgage services, including SmartCLOSE™, a collaborative closing portal for TRID compliance. In addition, the company has a complete investor delivery service.

PRODUCT SOLUTIONS

The company's flagship product is DocMagic, an offering that consists of the people, the systems, and the technology to answer all the lender's mortgage document needs. It offers:

- Seamless integration with leading LOSs
- Free predatory lending and compliance auditing
- In-house legal and compliance experts
- Fully compliant eDisclosure delivery
- Free setup and integration services
- Integrated flood zone determinations
- DocMagic's revolutionary eSign technology

DELIVERY PLATFORM

DocMagic can deliver its service in any way the lender requires, though most users use either DocMagic Online or DocMagic Direct through their loan origination system of choice.

KEY FEATURES/BENEFITS

DocMagic is specifically designed to keep lenders in full compliance with all state and federal regulations. Along with access to in-house legal and compliance specialists, lenders have access to DocMagic's compliance website, Compliance-Edge, which contains a wealth of information from legal analysis to news and resources.

DocMagic's sophisticated technology delivers a unique combination of speed, ease, and accuracy that saves the lender time and money, keeping originators well ahead of their competition.

COMPETITIVE ADVANTAGE

DocMagic's team sets it apart. Everything the company has accomplished has been the product of a dedicated group of mortgage professionals, technology experts, and compliance experts. A culture of fantastic customer service ties them all together. Many of its employees have been with the company for more than 20 years. Few firms can claim that.

Any lender who has worked with a member of DocMagic's staff knows the value the company brings. It's a source of great pride within the company and a high barrier to entry for any challenger.

ADDED VALUE TO CLIENTS

DocMagic's guaranteed compliance solutions are likely what clients value most. Regulations at multiple levels have proven too difficult for lenders to track. The company's compliance solutions are a lifesaver for lenders. The fact that they are bundled so tightly with its document solutions makes DocMagic a one-stop shop for top originators.

KEYS TO SUCCESS

The foundation of the company is a fanatical focus on customer service. At DocMagic, employees take pride in their ability to answer "yes" to every customer request.

INDUSTRY AWARDS, ACCOLADES, AND MILESTONES

- DocMagic's SmartCLOSE TRID Solution was awarded the MISMO Software Certification for TRID Compliance.
- DocMagic continually maintains SSAE-16 Certification.



Nexsys®



➔ **KEY PERSONNEL**

John Schaefer
 Senior Sales Executive

Cheri Watts
 Director of Technology Services

John Bateman
 Software Solution Architect

Aadhithya Sridhar
 Technology Team Leader

Ari Mendelson
 Technology Team Leader

➔ **CONTACT INFORMATION**

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➔ **COMPANY DESCRIPTION**

Nexsys is the evolution of provider management. As a real-time TRID compliant solution for the management of mortgage-related transactions, orders, provider performance, and service allocations, Nexsys is one system to manage millions of mortgage-related transactions across thousands of service providers.

➔ **COMPANY HISTORY**

Nexsys was established in 2015 in response to the demand for a real-time transaction management platform.

➔ **REGULATORY COMPLIANCE**

Nexsys helps you stay in compliance with the Consumer Financial Protection Bureau, TRID regulations, and upcoming Fannie Mae changes.

➔ **BUSINESS LINES, SERVICES, AND PRODUCTS**

By streamlining the real-time exchange of information and status messaging, Nexsys keeps everyone connected and is ideal for:

- Settlement services
- Lender loan origination systems
- Origination services
- Appraisal management companies
- Attorney networks
- GSE integrations
- Servicing platforms
- Data connections
- Flood
- Credit
- Mortgage insurance
- Closing services

➔ **KEY FEATURES/BENEFITS**

The Nexsys platform operates in real time with interactive tools including: Mission Control, which manages order allocations in real time; Clear Path, to monitor order lifecycle and share documents in a secure environment; Fee Point, to calculate settlement services and governmental fees with a dynamic fee engine; and Metrix, for the visibility into order and provider performance.

➔ **GEOGRAPHICAL SCOPE AND COVERAGE AREA**

Nationwide coverage.

➔ **COMPETITIVE ADVANTAGE**

This flexible platform is accessible anywhere through a system-to-system integration, or secure Web portal. Integration is only needed once, with minimal effort, and when you become a Nexsys client, you have complete access to the full network. Whether you're off-site or at the office, your reports are automatically formatted for your desktop, email or mobile device. Nexsys' interactive tools will also schedule automated delivery-to-distribution lists, so you don't have to; it's simply easier to use, fully customizable and a better way to get things done.

➔ **ADDED VALUE TO CLIENTS**

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

➔ **KEYS TO SUCCESS**

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

➔ **INDUSTRY AWARDS, ACCOLADES, AND MILESTONES**

- Nexsys has completed over 600,000 orders since its fruition.
- Named a 2016 Tech 100 company by a leading industry publication.



Waterstone Mortgage Corporation



KEY PERSONNEL

Eric Egenhoefer
 President and CEO

Kevin Gillespie
 COO

Tom Knapp
 SVP - CIO

STAFFING

Waterstone Mortgage has over 600 employees.

CONTACT INFORMATION

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COMPANY DESCRIPTION

With a primary focus on supporting loan originators, Waterstone Mortgage Corporation is a company built around what these professionals need to be successful. Aside from offering their loan professionals superior support—such as in-house marketing, legal/compliance, and loan processing support—they also equip them with a wide variety of innovative loan products and proprietary technology solutions.

COMPANY HISTORY

Waterstone Mortgage Corporation was founded by President and CEO Eric Egenhoefer in 2000. As the company grew, it committed to supporting its loan originators in producing high quality loans, with a strong focus on purchase loans. This approach has allowed Waterstone Mortgage to not just survive economic and industry challenges, but to thrive in spite of them. Today, the company originates more than \$2 billion in mortgage loans annually.

BUSINESS LINES, SERVICES, AND PRODUCTS

Waterstone Mortgage offers a variety of loan products, which allows virtually every potential homebuyer to pursue their dream of homeownership. Aside from Conventional, FHA, VA, and USDA loans, they also offer niche products such as the 100 percent LTV Wealth Building Loan, jumbo, and super jumbo loans (including jumbo loans with up to 95 percent LTV), a Medical Professional Program, first-time homebuyer programs, reverse mortgages, refinance options, and much more.

GEOGRAPHICAL SCOPE AND COVERAGE AREA

Waterstone Mortgage has locations around the country, with the ability to lend in 37 states. In the first half of 2016, they added new branches and locations in a variety of states where the real estate market is growing and thriving.

KEY FEATURES/BENEFITS

One of the defining factors at Waterstone Mortgage is their commitment to purchase loan financing. Because they focus on purchase loans, they are able to offer a level of purchase expertise that isn't common with many other mortgage lenders. Approximately 89 percent of their business is comprised of purchase loans, in comparison to 59 percent for other lenders (according to the April 2016 Ellie Mae Loan Origination Insight Report). Along with the purchase focus, they also consistently exceed industry average turn times for loans.

Their steadfast commitment to their effective technology solutions and efficient processes is what helps them achieve these outstanding purchase-financing goals.

COMPETITIVE ADVANTAGE

At Waterstone Mortgage, their innovative technology is an important aspect that differentiates them from other mortgage lenders. Their proprietary Connect tool allows loan originators to view and manage their Encompass data on their mobile devices or personal desktop computer. Connect also helps loan originators provide regular borrower and referral partner updates via email, view the status of each loan in the Loan Calendar, view their current pipeline, and much more. Waterstone Mortgage is also continuing to advance and develop mobile technologies, in order to stay connected to their customers.

ADDED VALUE TO CLIENTS

One of the ways Waterstone Mortgage makes the lending experience a positive one for their clients is by introducing new technology solutions. They are currently investing significant time and resources both with technology partners and with in-house development to address all aspects of data smart capture technology, which will create tremendous efficiency in the loan process. In addition, they are piloting an electronic closing (eClosing) program that will roll out in the next six to 12 months. These technology solutions will make the loan process more streamlined and convenient for clients.

INDUSTRY AWARDS, ACCOLADES, AND MILESTONES

In 2015, Waterstone Mortgage surpassed \$2 billion in annual loan origination volume. Awards include:

- 2015 KOFAX Best Mortgage Solutions
- 2015 Ellie Mae Hall of Fame Award for Outstanding Efficiency & Return on Investment
- 2016 Ellie Mae Hall of Fame Award for Exceptional Achievement in Business Growth

“In our industry, nothing stands still for very long. We know we have to respond to changes in technology, changes in the industry, and changes in requirements. We’re positioned and staffed to appropriately be able to respond, in a very effective and timely manner, when changes occur.”

—Tom Knapp, Waterstone Mortgage SVP - CIO