Agenda

- **Finalize DMA Definition for what a Digital Mortgage is**

- **DMA Member Integration Descriptions**

- **DMA Whitepaper Overview**

- **Webinar Series Review**

DMA Definition for what a Digital Mortgage is

Digital Mortgage is a loan origination process that is driven by data and automation. Its goal is to decrease the time and cost associated with the manufacturing process from initial application through loan closing. Early stage efforts have focused on the processing of customer information and the underwriting and closing of a loan, however lenders are beginning to look at integrated solutions to support closing and funding, investor delivery and servicing.

The Digital Mortgage leverages electronically sourced data and documentation provided by or authorized by the borrower. Data is harvested automatically from documents and directly from third-party electronically integrated sources, such as banks, payroll providers, The Internal Revenue Service and other data services providers.

A Digital Mortgage process leverages advanced technology that includes business process automation and workflow, rules engines, artificial intelligence and robotic process automation to minimize the requirements of human labor.

In support of interaction, Digital Mortgage incorporates advanced web and mobile-based user interfaces for borrowers to electronically interact with their lender anytime, anywhere. Borrowers can submit, receive and execute electronic documents, monitor loan status and communicate in a transparent and efficient manner.

Digital mortgage also includes the automation of the entire closing process. This basically transforms the traditional in person, paper based process to both an in person hybrid or fully electronic closing as well as a migration to the availability to using on-line using e-notaries and digital documents executed electronically by the borrower from * anywhere they can access the internet with a webcam and microphone and is opening opportunities to close anytime and anywhere.

There are significant benefits to both the consumer and the lender in a digital mortgage transaction.

Benefits to the Consumer Include:

- Minimize paper based processing during the initial application and underwriting phases.
- More transparency on the status of the mortgage throughout the lifecycle of origination and closing
- Speed time to initial loan approval
- Provide advance review of loan documents prior to execution of the closing package
- Much shorter in office closing timelines
- Freedom of closing via online notary in some circumstances

Benefits to the Lender Include:

- Enormous efficiency and accuracy gains throughout the mortgage manufacturing process
- Increased transparency for lender, realtor, consumer and other counterparties
- Reduced costs/increased margins throughout the origination process
- Quicker loan delivery/purchase through eNote purchases reducing warehouse costs and delivery risks
- Accurate document execution reducing post closings costs
- eRecording to expedite recording of security instrument, title policy issuance and risks associated with gap period

DMA Member Integration Descriptions

igniting ideas for the mortgage industry.
matchbox

The term "integration" is very general term for simply sending data between two systems and is always further qualified within specifications: i.e. "Batch" Integration vs "Real-time" Integration… And real-time may be synchronous or asynchronous integration; Batch implies asynchronous. Full integration is real-time, synchronous (transactional) where if any part of the integration fails, the entire process rolls back, thus preventing "orphaned" transactions (you take out money from an ATM, it debits your account but never gives you the money; or gives you the money and never debits your account) - it doesn't have anything to do with the "amount" of data transferred or the conditions on the data that requires transfer – those are just qualifiers of the integration methodology.

The most basic form is Batch Asynchronous Integration. The most sophisticated for data integrity is Real-time and synchronous. But for both of these there are conditions on filtering the data which defines that amount of data transferred.

With that said, the following are explanations of different levels of systems integrations

Batch Integration – This is not truly an integration but more of a "hand off" that occurs between 2 systems. The first system runs a daily process and deposits data in a specific location. The second system picks up the data on a scheduled basis on a daily basis. So while the systems are not truly "integrated", they are exchanging data on a daily and ongoing basis. Some of these will have error messages or reports if the data push or pick up is not completed.

Partial Integration – A one way push or pull of data of select data points between 2 systems. It is not considered a full integration as there are limitations on either or both systems to enable full set of data points to be integrated. This integration is the least optimal as it is a one way limited transfer of data so it usually requires manual updates prior to or after the data push or pull.

Example- LOS to Documents Management System to create Closing Documents. Most of the time, only a portion of data points are transferred from the LOS to the Document System and the Closer is required to access the Document Management System to manually update additional data points that could not be pulled for the LOS to create the CD or Closing package.

One Way Integration – A one way push or pull of data of all required data points between 2 systems. It is considered a full integration as there are no limitations on either or both systems to enable full set of data points to be integrated. This integration is beneficial for integrations where a one way transfer of data is required without a corresponding transfer of returning data or confirmation of data transfer.

Example- A LOS to a Product and Pricing Engine push of data to request a lock. All lock data points come over in order to successfully submit a lock request, but there is no data or lock confirmation pushed back into the LOS.

Lights Out Integration – A bi-directional integration between two systems that allows for push or pull of any data points between 2 systems. It is considered a full integration as there are no limitations on either or both systems to enable full set of data points to be integrated. It is the most robust of the system integrations as all data points have the ability to be transferred back and forth between systems.

Example – A CRM to LOS integration where data is originated in the CRM and pushed to the LOS via the integration. All required data points are transferred. A confirmation, such as, a loan number is pushed from the LOS to the CRM upon successful upload. Additional data points are exchanged between systems as the loan progresses through it life cycle.

Definitions for website

- Part 1 – Agree on the 4 types of integrations
- Part 2 – Member provided description of how many or the types of data that is involved in the integration
- Part 3 – Short 250 character description on the purpose/how it does it/value of the integration

DMA Member Integration Matrix

Category	Member	Blend	SimpleNexus	Mortgage Coach	DocuTech	LoanLogics	TMCDirect	Compass Analytics	Vice Capital	Lending QB	Certified Credit	Credit Plus	Docutech	LoanLogics	Notarize	Stewart	MERS	SocialSurvey	Lending QB	LoanLogics	Lending QB	Docutech	LoanLogics	LoanLogics	Docutech	Dovenmuehle	Fannie Mae	Freddie Mac	Matchbox/Ignite	LBA Ware
Application	Blend	▪								Y		Y							Y		Y						Y			
	SimpleNexus		▪	Y						Y	Y	Y						Y	Y		Y									
	Mortgage Coach	Y	Y	▪										Y																
	DocuTech				▪					Y									Y		Y						Y	Y		
	LoanLogics		Y			▪					Y						Y										Y	Y		
Secondary	TMCDirect						▪	Y		Y									Y		Y						Y	Y		
	Compass Analytics							▪		Y									Y		Y									
	Vice Capital						Y		▪																					
Processing & Underwriting	Lending QB	Y	Y		Y		Y	Y		▪	Y	Y	Y					Y				Y		Y			Y	Y		Y
	Certified Credit		Y							Y	▪					Y		Y	Y	Y							Y			
	Credit Plus	Y	Y							Y		▪		Y				Y	Y	Y	Y		Y	Y			Y	Y		
	Docutech									Y			▪					Y	Y		Y						Y	Y		
PreClose QC	LoanLogics			Y							Y			▪			Y										Y	Y		
Closing & Funding	Notarize														▪		Y													
	Stewart															▪														
	MERS				Y					Y		Y	Y	Y			▪	Y	Y	Y	Y	Y					Y	Y		
	SocialSurvey		Y							Y								▪	Y		Y									
	Lending QB	Y	Y		Y		Y	Y		Y	Y	Y						Y	▪		Y			Y			Y	Y		Y
Shipping & Acquisition	LoanLogics			Y							Y						Y			▪							Y	Y		
	Lending QB	Y	Y		Y		Y	Y		Y	Y	Y						Y	Y		▪			Y			Y	Y		Y
	Docutech									Y									Y		Y	▪					Y	Y		
Post Close QC	LoanLogics			Y							Y						Y						▪				Y	Y		
Boarding	LoanLogics			Y							Y						Y							▪			Y	Y		
	Docutech									Y								Y		Y					▪		Y	Y		
Servicing	Dovenmuehle			Y						Y		Y						Y	Y	Y						▪	Y	Y		
Loan Life Cycle Support	Fannie Mae	Y	Y		Y	Y	Y			Y	Y	Y	Y	Y				Y	Y	Y	Y	Y	Y	Y			▪			
	Freddie Mac				Y	Y	Y			Y	Y	Y	Y	Y				Y	Y	Y	Y	Y	Y	Y				▪		
Integration Support	Matchbox/Ignite																												▪	
	LBA Ware									Y								Y	Y		Y									▪

DMA Whitepaper Overview

Proposed Outline
Introduction
- Define digital mortgage
- What is the DMA
- DMA Value Prop to Customers
- Member Companies and mission

Survey Results (to frame up content)
- Survey results (need to see data to understand what to present that supports white paper content)
- Survey insights (why should customers care)
- Direction industry is headed (WHY NOW)

Digital Value Chain
- Member role in providing value to the industry

Case Study – Value of digital adoption (real life example)
- D1C (either same or different lender)
  - Quantitative analysis of time and money savings
  - Qualitative
    - Why adopt
    - Borrower benefit
    - Operational impact
    - Value from DMA partners
- eMortgage Calculator – customer case study
  - Present results – quantitative analysis
    - If it's theoretical, it would focus on why they are going down this path
  - Customer story - qualitative
    - Why adopt
    - Borrower benefit
    - Operational impact
    - Value from DMA partners

Implementation of Digital Mortgage
- Explore various digital options and benefits (it's not an all or nothing proposition)
  - Map digital strategies to customer goals
- Streamlined implementation path with DMA

Looking Forward/Conclusion
- Thought leadership: Continued evolution of the market
- Explore various digital options and benefits (it's not an all or nothing proposition)
  - Map digital strategies to customer goals
- Streamlined implementation path with DMA

Looking Forward/Conclusion
- Thought leadership: Continued evolution of the market (tie back in 2c) – flush out more

Webinar Series Review

- Session 1: DMA Capability Overview & Role in Digital Value Chain - here's what you need to know
    - Potential SME's:

- Session 2: DMA Demos (eVault + MERS eRegistry, Notarize, who else) – see demos in action
    - Potential SME's:

- Session 3: Implementation Overview: Action Plan for Getting Started (TSP, MERS, Investor) – actionable implementation
    - Potential SME's:

DMA Future Marketing Plan and Deliverables

- Bi weekly DMA calls to resume after this meeting
- Final Digital Mortgage Definition on May 1st
- SME Help Desk Ready for May 1st
- Member Integrations completed/returned by May 15th and then updated to DMA website
- Monthly Marketing Promotion via e-mail and social media on new/enhanced member integrations starting July 1st
- Press Release officially announcing the DMA to the industry at large in July
- White Paper finalized for use by early July
- Webinar Series starting in mid to late summer
- Case Study – Customer identified and completed ideally before the TMC Summer Conference