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AWARDS



STEVE FRASER *cont'd from page 40*

heralding fundamental change for ALL of the systems that are deployed within mortgage companies today, enabling best-of-breed services to be integrated into a single enterprise mortgage lending system.

Today, Mr. Adamowski is acknowledged as being the person to have introduced Web services to the mortgage industry. He is also widely regarded in this industry as a true visionary and leader in all aspects of mortgage technology.

His commitment to Web services and technology innovation has continued, equipping numerous top lenders with Web-services-based systems that afford the flexibility and depth to effectively conduct business.

"Bill is a real innovator," pointed out Steve Daniels, director of business technology at Wachovia.

"He sees a need and provides a solution to fill it while at the same time has the ability to make sure the solution seamlessly fits into today's technology environment while providing what is needed for the future," he continued. "This is unique in our industry.

"Bill has always been seen as an evangelizer," Mr. Daniels concluded. "He is either speaking at conferences, writing papers or is found brainstorming about new ways the mortgage industry can benefit from technology."

"Bill is always very energetic in discussing the mortgage industry and trying to determine ways to improve the mortgage process," added David Klemme at CitiGroup. "My discussions with Bill are always eye opening and the amount of knowledge from both a business and technical perspective always impressed me.

"Bill was focused on improving the overall process from initial application to closing" he stressed. "His focus was developing software and

helping consult companies on improving the customer experience."

"For years I have been impressed with how forward-looking Bill is," Bomi Mistry, regional sales manager at CitiMortgage Correspondent Lending pointed out. "He has always had an amazing vision for leveraging technology within the mortgage industry."

#### **WE COMMEND: Bill Rayburn**

Bill Rayburn, CEO and co-founder of FNC, is credited with streamlining the collateral side of mortgage lending and moving toward streaming collateral data from Main Street to Wall Street.

Mr. Rayburn elevated collateral to the same level as credit and thus turned that stack of documents into a standardized number.

Mr. Rayburn is responsible for steering the company's mission and vision through the Age of Collateral. Under his direction, FNC has revolutionized the mortgage industry by streamlining the collateral side of mortgage lending.

The company is quickly moving toward fully realizing Mr. Rayburn's dream of streaming collateral data directly to Wall Street.

Believing in the importance of collateral, Mr. Rayburn and his team at FNC have already cut days from the mortgage process.

His mission of making collateral a valued commodity in secondary and capital markets drives him to push the company into new territory today and into the future.

#### **WE COMMEND: Stanley Street**

Stanley Street, president at Street Resource Group, has pioneered the significant role of automation in warehouse lending, particularly for independent financial services companies and community banking institutions.

Mr. Street is credited with being an

industry visionary who has evangelized warehouse lending as an integral business strategy for existing mortgage industry players and a viable business opportunity for both independent financial services companies and community banking institutions.

By providing a scalable software application on both a hosted platform and ASP-based service, SRG has actually leveled the playing field so that the small warehouse lenders have access to the same innovative technology and competitive advantage as large institutional warehouse lenders.

SRG's technology has significantly increased the efficiency and reduced the cost of the entire warehouse lending process.

Specifically, SRG technology allows for online, real-time data access and reporting, thus creating a virtual electronic warehouse for all of its users.

The technology also enables the embedding of document images/files into the imported mortgage loan data, which eliminates the need for faxing.

Instant messaging between the warehouse and originators is also embedded. Users can utilize risk-based loan pricing and the expansion of warehouse lending for alternative mortgage products through SRG technology.

For mortgage originators, SRG provides a mechanism to manage the profitability impact of warehouse lending, carrying cost much more closely and to utilize reliable quantitative data in achieving best execution.

On the other side of the coin, for correspondent/wholesale lenders, the ability to create cost-effective affiliate warehouse lending services increases captive loan production and adds increased value to what SRG offers the mortgage industry. **MT**