



TERAVERDE ANNOUNCES SIMPLESTEPS ORIGATION MANAGER TO INCREASE PROFITABILITY AND COMPLIANCE IN MORTGAGE LENDING

October 16, 2014, New York, NY —Teraverde Management Advisors[®], a premier national consulting firm in the banking and financial industries, today announced SimpleSteps™ Origination Manager, designed to increase Loan Officer productivity and profitability and improve compliance for Ellie Mae[®] Encompass[®] users.

SimpleSteps ensures loan officer adherence to the lender's desired customer experience. It improves compliance, reduces human error, increases data integrity, improves internal controls and oversight and ensures adherence to timelines and milestone dates. SimpleSteps lets Banks, Mortgage Bankers, and Credit Unions manage Loan Officers by skill level and product line as well as integrate Bank Branch personnel into the residential origination and lead generation process.

SimpleSteps controls the path for Lead Management, PreQualification and Loan Application for Loan Officers originating first mortgages, second mortgages and HELOCS with Ellie Mae Encompass. It provides a step-by-step process to originate a loan complete with a script, compliance help and contextual help on a single, easy to use screen. SimpleSteps can manage Branch Bankers, Call Center Originators and Loan Officers, and it can be customized to provide total control of the mortgage origination process based upon the product, channel and experience of the originator. The lender sets the customer experience path, and the originators follow the SimpleSteps path to a fast and compliant loan application.

"SimpleSteps is designed to enable a lending institution to customize its loan origination workflow and deliver efficiency and control in multiple ways and at multiple touch points during the loan process. Teraverde executives come directly from the mortgage banking industry and understand that lending institutions have many different needs, yet still want to be able to optimize and strategically manage the lending process to ensure that no steps are missed. SimpleSteps ensures that every loan is originated in the most efficient manner to ensure the greatest profitability," commented Jim Deitch, co-founder and Chief Executive Officer of Teraverde.

SimpleSteps provides lenders total control over the loan origination customer experience for Ellie Mae[®] Encompass[®] users:

- Newly trained loan officers must follow the lender's customer experience requirements and are guided step by step through a complete application. A list of incomplete items is available at the end of the process to ensure the customer knows every piece of information still required to get

to an underwriting decision. The new loan officer can confidently originate a first mortgage, second mortgage or HELOC to the lender's standards the first time.

- Call center personnel can take a streamlined HELOC or second mortgage application, following the lender's customer experience scripts, and receive compliance help and contextual help on the same uncluttered screen.
- Junior loan officers can complete applications in a compliant manner. The support provided through SimpleSteps is like having a lender's best loan officer, compliance manager and sales trainer coaching the junior loan officer through every application, step by step. Help and "what to say next" scripts are always at hand. The scripts and help information is completely customizable by the lender.
- A lead or a prequalification can be taken by bank branch personnel for a first mortgage using the lender's compliant script. The lender controls whether or not all application "trigger" data is collected, and whether to refer the prequalification to an experienced originator or permit the branch lender to complete the application.

The possibilities are simply endless with SimpleSteps. (SimpleSteps™ is a copyrighted product of Teraverde Financial®.)

To arrange a demonstration, visit Teraverde at the Mortgage Bankers Association Annual Conference in Las Vegas. For general questions, contact Jim Deitch at 717-327-4083 or email jdeitch@teraverde.com. For an appointment to see SimpleSteps, contact Doug Groff at Teraverde at 717-344-5519 (direct dial) or 855-374-8862 or email dgroff@teraverde.com.

Teraverde Management Advisors® is a premier national consulting firm in the financial services industry that helps financial institutions of all sizes achieve greater profitability, streamlined operations and process improvements in compliance with stringent and expanding regulatory requirements. Teraverde helps financial institutions achieve and maintain excellence in governance, operational risk management, capital planning, regulatory compliance, regulatory remediation, lending process architecture, Loan Origination Systems best practice and other critical areas of banking and mortgage banking. Teraverde has offices in New York City, Coral Gables, Dallas and Lancaster, Pennsylvania. For more information visit www.teraverde.com.

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