

## **Mortgage Technology**

November 2006

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### **Let the Race Begin**

*Mortgage Technology presents some new or emerging vendors that are addressing real industry problems & advancing the process.*

Our annual Mortgage Technology list of new vendors spotlights companies that aren't necessarily new but haven't yet received coverage by this publication. As we learn more about the actual business benefits enjoyed by lenders using the products and services of these promising companies, our future stories will share those results with our readers.

In addition to the companies mentioned below, there are several others that we will be keeping an eye on. For example, Tavant for one has provided customized solutions for mortgage lenders such as Ameriquest Mortgage Co. For Ameriquest, Tavant created a robust default management system called ReSolve that includes home retention, foreclosure and bankruptcy, real estate owned and financial shared services features. The resulting system provided new ways for Ameriquest to orchestrate its workforce and led to a higher level of business agility and cost-effectiveness.

Also, players like Xetus are starting to get traction as well. The company's XetusOne uses Ajax (asynchronous Java and XML) to push all processing and collection of information to the user. If a loan officer assigns a borrower to a loan processor, changes made by the loan processor appear simultaneously on the loan officer's PC. The fortunes of Xetus will tell us a lot about the mortgage industry's adoption of Ajax. If you would like to suggest companies you think should be added to next year's list, please contact managing editor Tony Garritano at 212-803-8242 or via e-mail at [Anthony.GarritanoSourceMedia.com](mailto:Anthony.GarritanoSourceMedia.com).

#### **NOMIS SOLUTIONS**

[www.nomissolutions.com](http://www.nomissolutions.com)

Nomis Solutions is a profit-based pricing engine for the banking and finance industries. The Nomis Price Optimizer Suite is designed to strategically use pricing to increase profitability while maintaining revenue and market share.

Because of the unique needs of each banking and finance business, the suite includes specific solutions for the following: direct and indirect auto finance, home-equity lending, consumer lending, deposits, mortgage and foreign exchange. Each solution is implemented in less than 10 weeks, provides valuable customer insights and increases profits within three months, according to Nomis.

Nomis's price optimization solutions are designed to optimize the price for each market channel product risk customer segment to maximize profitability. Benefits include improved profit by 3-8% of revenue or the equivalent of 10-35 basis points improvement in net interest margin and tighter control over risk and portfolio composition.

All Nomis applications consist of configurable software components that are tailored to the lender's individual loan products. A modular design makes it easy for the lender to implement and pilot the software to prove the benefits, and then expand use across product lines or the organization. Several products are currently supported.

Headquartered in San Bruno, Calif., Nomis Solutions has offices in Charlotte, N.C., New York, and London.