



Electronic Document Recording Solutions

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News in Brief

Q4 2005

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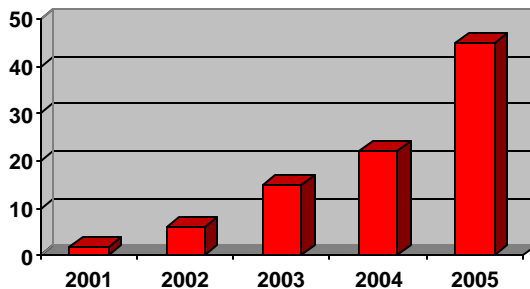
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### INGEO REPORTS BANNER GROWTH

In 2005, Ingeo made great strides. Our county customer base continued to grow, more than doubling the number of Ingeo counties from 22 in 2004 to 45 at year-end 2005. These counties represent a population of over 45 million people across the nation.

#### Yearly Growth of Ingeo Counties



On the ePrepare® side, the number of submitters from a wide-range of companies grew by 17 percent. Commitments became especially robust in Q3 and Q4, indicating accelerating acceptance of e-recording in the industry and strong support of Ingeo’s solution.

Also last year, Ingeo demonstrated its technological flexibility by increasing integration partnerships. Working with different commercial and custom land record management systems further extended Ingeo’s reach to more counties.

In all, 2005 was a dynamic year. Demand has never been stronger and the company has never been better prepared to meet the challenge. All of this success, coupled with continued legislative progress in enabling e-recording, points to even more growth in 2006.

### LOGAN SYSTEMS AND INGEO SIGN PARTNERSHIP AGREEMENT

Ingeo and Logan Systems, Inc. of Greensboro, North Carolina have signed a partnership agreement to combine Ingeo’s eRecord® System with Logan’s Land Record Data Management Systems. The first county to benefit from this partnership is Chesterfield County, Virginia, which is scheduled to go live during the first quarter of 2006.

Logan Systems was founded in 1988 and provides hardware and software services to registers of deeds and clerks of court in North Carolina, South Carolina, Virginia and Tennessee. Craig Sanders, Vice President of Logan Systems, said his firm is working with 35 counties to date. “We’re looking forward to working with Ingeo to bring e-recording to Chesterfield County,” he said, “and then into other Logan counties across the Southeast.”

When it goes live, Chesterfield County, Virginia will be able to receive lien releases electronically from all of Ingeo’s submitters. “Ingeo already has a presence in Virginia with Fairfax County,” said Karl Klessig, Ingeo’s CEO. “But we’re eager to work with Logan Systems to move into other states where counties are using Logan’s product.”



## LEGISLATION CLARIFIES ELECTRONIC SIGNING AND RECORDING IN OHIO



The Ohio State Legislature passed a new bill in 2005 that clarified the requirements for electronic signing and recording. The statute has been reviewed by the Secretary of State and the State Attorney General, who have written opinions that define the impregnation requirements. These legal opinions affirm the legality of recording electronically in the state.

This action has opened opportunities for Ingeo in Ohio. The company currently is working with two counties in areas of major population and installation is scheduled for January 2006. Another three counties are in the development stage and are working toward installation later in the first quarter.

Ingeo has many national and regional submitters licensed and eager to record in Ohio as soon as these implementations are completed. "By the second quarter of 2006, we expect Ohio to be among the top five of our state activities," said Karl Klessig, Ingeo's CEO.



## INGEO EXPANDS CAPABILITIES TO INCLUDE MORTGAGE DOCUMENTS

Ingeo recently expanded its electronic document recording service to include mortgage documents. In the past, the company focused on the electronic creation, signing and notarization of lien releases, deeds of reconveyance, and assignments.

"However, with increased market interest in mortgage documents, Ingeo is extending its capabilities," said Karl Klessig, Ingeo's CEO. "We have taken this new offering to existing submitters as well as to a number of new customers, and we plan to start delivering mortgage documents for recording early in the first quarter of the year."



Ingeo's software deals with multiple pages and allows the document to be either a scanned image with recording data attached or a full electronic version. For the submitter, the delivery and payment is totally automated, just as it is for lien releases.

## INGEO ADDS MORE COUNTIES IN Q4

Bringing the total number of Ingeo counties to 44 by year-end, Ingeo added the following during the fourth quarter of 2005:

- St. Louis City, MO
- Winnebago, WI
- Wyandotte, KS
- Yavapai, AZ

## STAFF EXPANSIONS EXTEND IN GEO SYSTEM'S CAPABILITIES

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In 2005, Ingeo augmented the **Development Group**, bringing aboard new talent and adding expertise to increase the company's capabilities, especially in database design and management, network services, net services, application development, and security services and management.

Led by Symantec veteran Robert Smith and staffed by some of the industry's most experienced technical minds, this team focused on continuous improvement of the infrastructure and the addition of new capabilities and new services. This enabled Ingeo to accelerate expansion of service offerings to Level II documents and augment its trustee service to include a public trustee system. The focus on development also sets the stage for even more services in 2006.

The **Operations Team**, with Jana Goldstein as vice president, added staff in 2005 to expand its capabilities and responsiveness to customer needs.

Also during 2005, the **Administrative Staff** implemented new systems and procedures throughout the year to ensure that Ingeo's capabilities kept ahead of burgeoning demand.

And finally, the **Sales Group** crisscrossed the country, responding to a growing number of opportunities with submitters and counties, and showcasing Ingeo's capabilities at a variety of industry meetings and trade shows.



## AVAILABLE IN GEO eRECORD COUNTIES – DECEMBER 2005

### FOR ALL IN GEO SUBMITTERS TO SEND ALL DOCUMENT TYPES

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- Maricopa, AZ
- Yavapai, AZ
- Los Angeles, CA
- Orange, CA
- Riverside, CA
- San Bernardino, CA
- San Diego, CA
- San Mateo, CA
- Denver, CO
- Bay, FL
- Brevard, FL
- Broward, FL
- Hillsborough, FL
- Orange, FL
- Palm, FL
- Cook, IL
- DuPage, IL
- Polk, IA
- Sedgwick, KS
- Wyandotte, KS
- Macomb, MI
- Oakland, MI
- Renville, MN
- Boone, MO
- St Louis City, MO
- Union, NJ
- Washoe, NV
- Mecklenburg, NC
- Lancaster, PA
- Philadelphia, PA
- Tarrant, TX
- Salt Lake, UT
- Fairfax, VA
- King, WA
- Snohomish, WA
- Brown, WI
- Chippewa, WI
- Dane, WI
- Kenosha, WI
- Milwaukee, WI
- Portage, WI
- Racine, WI
- Washington, WI
- Waupaca, WI
- Winnebago, WI



*As a leader in the digital commerce industry, Ingeo helps businesses and government agencies increase efficiency by providing secure electronic document solutions. Ingeo's products create a secure environment for the creation, authorization, validation, and distribution of high value, high volume, business transactions, increasing accuracy and saving both time and money.*

## **FUTURE INGEO eRECORD COUNTIES**

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- Arapahoe, CO
- Boulder, CO
- Douglas, CO
- El Paso, CO
- Collier, FL
- Dade, FL
- Duval, FL
- Lee, FL
- Pinellas, FL
- Polk, FL
- Volusia, FL
- Washington, DC
- McHenry, IL
- Grand Traverse, MI
- Dakota, MN
- Hennepin, MN
- Lyon, MN
- Monmouth, NJ
- Ocean, NJ
- Clark, NV
- Cuyahoga, OH
- Franklin, OH
- Hamilton, OH
- Medina, OH
- Chester, PA
- Chesterfield, VA
- Clark, WI
- Columbia, WI
- Rock, WI

## **INGEO'S INTEGRATION PARTNERS**

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- ACS
- AlphaCorp
- AmCad
- Aptitude
- CIC
- Cott Systems
- Exigent
- Fidelity
- Fidar
- Global 360
- Hart
- Logan Systems
- Manatron
- New Vision
- Rekon
- RPI
- TriMin
- TylerWorks/Eagle