



Electronic Document Recording Solutions

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News in Brief

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Growth Program Continues to Outpace Industry Competition

With its focused growth program, Ingeo continues to outpace all competitors in the electronic document recording industry. "We're very pleased that Ingeo is retaining its leadership position, servicing more submitters and county recorders than any other electronic document recording company," said Karl Klessig, Ingeo's CEO. "We have confirmation that in any given month, Ingeo processes more documents than all other recording organizations combined."

Since 1996, Ingeo has helped businesses and government agencies across the nation increase efficiencies and save time and money by providing secure electronic document solutions. Today, Ingeo delivers the most advanced, cost effective, legally compliant and efficient solution for recording all types of electronic documents at all levels of recording.

Ingeo's products enable electronic recording of documents by facilitating their preparation, execution, management, validation, payment and recording. Able to handle many complexities, Ingeo's system adapts to different types of documents, processes and workflow functions. Ingeo has created its Electronic Document Recording System with two parts, Ingeo eRecord for county recorders and Ingeo ePrepare for submitters.

~ Continued on Page 4 ~

Ingeo Expands Product Development Function: Hires New VP

Robert Smith has joined Ingeo Systems, Inc. as Vice President of Product Development. "Robert brings a wealth of experience to us," said Karl Klessig, Ingeo's CEO. As Ingeo continues to grow and provide even more services for the market, Smith's areas of expertise will contribute greatly not only to the responsiveness of Ingeo's products and services, but also to the company's high levels of customer satisfaction.



"Already Robert has contributed a great deal to the company," said Klessig. "In addition to directing our many installations and upgrades, in the past weeks he has added four new developers to our team who will help keep up with the demands of our many customers."

Previously, Smith served as Senior Director of Engineering at Symantec Corporation, the world leader in Internet security technology. During his more than six years at Symantec, he led the development of the award-winning Norton Antivirus Corporate Edition/Symantec Antivirus Corporate Edition to the number one position in market share. Smith also led the development of Symantec Enterprise Security Architecture and Symantec Client Security from inception to launch. Prior to joining Symantec, he held executive positions in software development, product management, and sales and marketing at several computer and software companies. With more than 22 years of experience in the computer industry, Smith is CISSP certified.

Smith currently is a member of the Board of Directors of Cla-Val Co., a privately held, multinational manufacturing company in Costa Mesa, California. He is also an inventor, holding a patent for one of his software designs and he has another patent pending.

Ingeo's Integration Partners

AlphaCorp	AmCad	Aptitude
Cott Systems	Exigent	Fidelity
Fidlar	Global 360	Hart
Manatron	NewVision	Rekon
RPI	TriMin	Tylerworks/Eagle

Ingeo and TSI Unite to Bring Benefits to Submitters in Washington State Counties

Ingeo and Trustee Services, Inc. (TSI) have formed a strategic alliance that is streamlining and automating transaction-based processes associated with the electronic recording of real estate documents. Already recording in Snohomish and King Counties in Washington State, both companies are looking forward to expanding services very soon to counties in California, Utah and Nevada.

"Ingeo's submitting partnership with TSI has proven to be invaluable to both companies," said Karl Klessig, Ingeo's CEO. "Using Ingeo's Electronic Document Recording Service, TSI's customers are reaping the benefits of paperless recording, increased accuracy and savings in both time and money."

TSI provides reconveyance processing services to lending institutions, banks and credit unions. Acting as an outsourcer for submitters, TSI is now using Ingeo ePrepare to send real estate documents to counties equipped with Ingeo's eRecord product.

"We've been recording with Ingeo for just three months now," said Dan Ormerod, president of TSI. "We're processing between 300 and 400 documents each month just in two counties in Washington and we're looking forward to far greater volumes in the future as we expand our reach."

Ormerod explained that before the partnership with Ingeo, recording documents in King County could take between 60 and 90 days. "Now the turn-around time is less than two days and soon it will probably be minutes," he said. "We're enjoying a great relationship with Ingeo. Everything we've requested Ingeo has handled quickly and efficiently. We're looking forward to a continued relationship that will result in very large volumes of documents getting processed quickly and economically."

FTB and Ingeo Launch Standardized Interface for Recording Electronic Documents in California

Ingeo and the State of California's Franchise Tax Board (FTB) recently completed a standardized interface for filing electronic liens and lien releases. The updated connector offers all counties in California the opportunity for electronic document recording with FTB.

"Ingeo began recording documents in San Mateo County for FTB more than two years ago," explained Karl Klessig, Ingeo's CEO. "We started with a proprietary link for FTB to record liens and lien releases using an earlier version of the Electronic Lien Process. Then we worked together to build a new connector that allows FTB to use the new Enhanced Electronic Lien Process, E-Lien." The result is construction of a standardized interface that offers every county in California the capability to record liens and lien releases from FTB.



"We're currently working with a large number of other California counties to bring them the capability to receive and record FTB documents," Klessig said. He expects deployment in San Diego and Los Angeles Counties in the near future. "The potential is enormous, not only in California, but also for other state agencies in other states as well," he explained.

Ingeo Extends Reach into More Counties Through Agreement with ACS

Ingeo recently signed an agreement with Affiliated Computer Services, Inc. (ACS) that adds even more destinations to Ingeo's roster of counties that can accept electronically prepared digital documents for official recording. "We are delighted to be doing business with the mortgage recording division of ACS," said Karl Klessig, CEO of Ingeo. "Already we have extended our reach into more counties in Michigan and we plan to include counties in other states in the near future." Ingeo's ePrepare customers can submit electronic real estate documents to more counties in these states because they can now connect with the recording module ACS has in place.

"This alliance brings added value to customers of both ACS and Ingeo," said Larry Mitchell, National Account Executive, Government Records, of ACS. "Our county customers are now able to benefit from Ingeo's nationwide network of submitters." Mitchell added that ACS recording counties also enjoy the advantage of using Ingeo ePay, which handles automatic payments and reconciliation. This is in addition to the benefits of reduced processing times and costs and increased data accuracy that results from Ingeo's Electronic Document Recording System.

ACS is a Fortune 500 company and a premier provider of business process and information technology outsourcing solutions to commercial and government clients.

Ingeo Expands and Streamlines Trustee Services: Partners with Reconveyance Professionals, Inc.

Ingeo recently integrated with Reconveyance Professionals, Inc. (RPI) to provide customers with even more efficiency and economy in electronic document recording through Ingeo's Trustee Services. "Already we're up and running in the states of Washington, Utah, California and Colorado," said Karl Klessig, Ingeo's CEO. "Providing Ingeo eTrustee for our submitters and county recorders results in even faster and more cost effective processing of electronic mortgage documents."

Public Trustee states require a Trustee's signature for the recording of electronic mortgage documents. Klessig explained that in the electronic world, the Trustee must take the electronic document, verify the signature and notarization and then sign off. "In some states, multiple signers make this difficult. But Ingeo's Trustee Services bundle this capability as part of our Electronic Document Recording Solution," Klessig said. "Ingeo handles the Trustee portion either directly, or through our partnership with RPI."

Jim Hoagland, President of RPI said, "We are proud to announce the beginning of a new web-based partnership as Ingeo's eTrustee. Although we are located in the Seattle area, this partnership will enable us to be an active Trustee in many states. We believe our customers will have the best, most efficient and affordable technology available and that eRecording will revolutionize the current process and become the preferred method of recording both now and in the future."

Ingeo's Trustee Service is now available as an integrated add-on that brings benefits to both submitters and county recorders. "It cuts down the steps, the processing and the follow-up," explained Klessig. Ingeo's Electronic Document Recording Solution also improves accuracy and results in cost and time savings."



Ingeo Provides Economic and Efficient Electronic Public Trustee Solution in Denver County, Colorado

Ingeo launched its Public Trustee Solution in Denver County, Colorado on June 22, extending the reach of the company's Electronic Document Recording System.

Colorado is different from other Trustee states in two ways – first, the Public Trustee for each county is appointed by the Governor, and second, the original deed of trust must be reviewed by the Public Trustee before releases can be recorded in the County Recorder's Office.

To meet the state's requirements, Ingeo developed a solution that enables the Public Trustee to receive and review electronic releases of deeds of trust as original deeds of trust. The company created a different workflow by pulling documents electronically out of Denver County's deed or trust repository and then passing them along with the request for release. The Public Trustee then electronically views the documents, approves and endorses them and sends them along to the County Recorder's office for electronic recording, or rejects and sends them back to the submitter.

"Sometimes, these deeds of trust can be 20 pages," explained Karl Klessig, Ingeo's CEO. "Ingeo's solution provides both submitters and the County Recorder with great savings in paper, time and money." Other counties in Colorado are eager to deploy Ingeo's Public Trustee Solution in order to benefit from the efficiency and economy of electronic document recording. "Already, we have had calls from several Colorado counties asking for demonstrations of this new Ingeo offering," Klessig said. "In the future, we're hoping to provide savings to every county across the state."

Available Ingeo eRecord Counties – June 2005

Maricopa, AZ	Bay, FL	Macomb, MI	Lancaster, PA	Dane, WI
Los Angeles, CA	Brevard, FL	Oakland, MI	Philadelphia, PA	Kenosha, WI
Orange, CA	Broward, FL	Boone, MO	Tarrant, TX	Milwaukee, WI
Riverside, CA	Orange, FL	St Louis City, MO	Salt Lake, UT	Portage, WI
San Bernardino, CA	Palm Beach, FL	Douglas, NE	King, WA	Racine, WI
San Diego, CA	Cook, IL	Union, NJ	Snohomish, WA	Washington, WI
San Mateo, CA	DuPage, IL	Washoe, NV	Brown, WI	
Denver, CO	Polk, IA	Mecklenburg, NC	Chippewa, WI	

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eRecord receives the documents and, after an examination and validation review, processes each document according to established business rules in each recording office. Endorsement and receipt information is electronically embedded into the document, along with the recorder's digital signature, and is returned to the submitter electronically as an officially recorded document. Using configurable business rules, eRecord adapts to different recording requirements, fee structures and state legislation required within various recording jurisdictions.



With Ingeo ePrepare, digital documents are prepared using standardized XML data, embedding digital and digitized signatures and notaries, and attaching electronic payment advices. Documents that originate on paper, such as loan closing documents, are scanned into ePrepare and placed into their proper recording order. ePrepare integrates with leading loan servicing, title, escrow, document management and recording applications.

“Major counties across the nation are using Ingeo eRecord to process thousands of electronic documents per month and many of the top mortgage lenders in the U.S. are working with Ingeo on electronic recording of mortgage documents,”

Klessig explained. “No other service has a complete end-to-end capability that can adapt to virtually any submitter’s system output and provide fully automated signing, notarization, delivery, recording, payment and return in conjunction with existing county recording systems.” Ingeo’s ePrepare and eRecord use open platform technologies, providing flexibility in integration with existing solutions, while allowing users to capitalize on previous investments in technology. When fully integrated, the electronic document recording process only takes seconds.

In addition to the many county recorders that Ingeo lists as customers, the company works with nearly all the major county recording system vendors, and now has 15 partners that have integrated their county recording systems with Ingeo. When fully deployed, this will represent more than 1,000 counties across the nation, accounting for over 50 percent of the population that has access to electronic document recording.

Ingeo’s Electronic Document Recording System reduces processing costs and time while improving data accuracy. In the marketplace, Ingeo’s system services a majority of the national submitters, in addition to a significant number of regional submitters in counties where Ingeo has electronic document recording in place.

Ingeo’s applications comprise the leading electronic recording solution in the market that is compliant with existing and emerging standards. In fact, Ingeo’s senior management team is actively involved with PRIA and MISMO to ensure adherence with all industry standards. Ingeo works with and actively supports general industry standards, such as those from the World Wide Web Consortium, and industry specific organizations, such as MBA, NACRC, IACREOT and REFSMO. Ingeo’s security and operational procedures have been audited and validated by some of the largest financial institutions in the U.S.

Soon-to-be-Available Ingeo eRecord Counties

Arapahoe, CO	Hillsborough, FL	Segwick, KS	Renville, MN	Chester, PA
Boulder, CO	Pinellas, FL	Wayne, MI	Monmouth, NJ	Clark, WA
Douglas, CO	McHenry, IL	Dakota, MN	Ocean, NJ	Pierce, WA
El Paso, CO	Linn, IA	Hennepin, MN	Clark, NV	Rock, WI
Duval, FL	Johnson, IA	Lyon, MN		

