



Electronic Document Recording Solutions

inside ingeo

News in Brief

Q3 2006

Ingeo Systems, Inc.

1300 North 200 East, Suite 118

Logan, UT 84341

Telephone: 435-755-9837 \* [www.ingeo.com](http://www.ingeo.com)

### **MORE COUNTIES ABLE TO ACCEPT INGEO'S NEW OFFERING: CLOSING DOCUMENTS**

As Ingeo Systems, Inc. continues to expand its service offerings, the company reports that it has deployed software to 24 of its 58 eRecord counties, enabling them to electronically record closing documents when they are ready. These documents relate to the sale, transfer or refinancing of real estate. This service augments Ingeo's established offerings for lien releases, reconveyances, substitutions, assignments and deeds of trust.

"Earlier this year, we brought our first submitter live into counties in Washington State," said Karl Klessig, Ingeo's CEO. "Now we have three more of our submitters up and running. We're working diligently to expand with more submitters into all the counties across our system where these transactions are allowed." At present, Minnesota has legislation that prohibits the electronic recording of closing documents.

### **INGEO BUILDS DOCUMENT CAPABILITIES: ADDS MULTIPLE DOCUMENT PACKETS**

Ingeo has made more improvements to its closing document service by expanding the capabilities for multiple document packets (MDPs). "We are continually scaling up our system to better serve our customers," said Robert Smith, VP of Development. Ingeo's process includes transmission of different types of documents, such as closing documents, in binders. "Our process combines multiple documents into these binders," he said. "Then it sends large volumes of these binders through the system quickly and easily, adding value to Ingeo's customer service."

### **INGEO EXPANDS INTO THREE MORE COUNTIES IN WISCONSIN BRINGING TOTAL TO 15**

Ingeo recently added Eau Claire, Ozaukee and Rock Counties to its Wisconsin roster, bringing the total in that state to 15. "We are delighted that these counties implemented Ingeo's Electronic Document Recording solution," said Karl Klessig, Ingeo's CEO. "These counties have joined others across the nation that are using Ingeo's system to process tens of thousands of documents per month."

Joining Ingeo's network connects these counties with a multitude of submitters. In the marketplace, Ingeo's system services a majority of the national submitters, including six of the top ten and the majority of the top 30 lending institutions in the U.S. This is in addition to regional submitters in counties where Ingeo has county recording in place.



Klessig said that Ingeo is prepared to assist any county in implementing an electronic recording solution, regardless of budget or technology constraints. "We

continue to evolve our technology to enable all recorders to benefit from electronic document recording."

With the release of Ingeo's latest Ingeo eRecord® version and partnerships with nearly all the major county recording system vendors, there isn't a county in the U.S. that cannot take advantage of Ingeo's Electronic Document Recording Solution.

## **INGEO RECEIVES FOURTH PATENT AWARD**

---

Ingeo recently received notice that another of its patents has been awarded. This brings the total to four for various processes involved with Ingeo's Electronic Document Recording Solution. "We continue to make breakthroughs with our research and development," said Karl Klessig, Ingeo's CEO. "This patent award is just another example of Ingeo's leadership in the industry."

This most recent patent addresses digital signing and notarization. It involves the integral process of ensuring that the valid signature remains attached to the specified document. "Basically, this patented process details how to manage and display signatures in readable and unreadable form," Klessig said. "This seems a small point, but it's extremely important to the process."

The company continues to improve and expand Ingeo's electronic document recording system. Work is underway on other patents, including one that involves management of documents from one end of Ingeo's process to the other. "We're building a foundation of ownership," Klessig said. "With our strong technological foundation, we continue to outpace the competition and retain our position as leaders in the industry."

## **INGEO UPGRADES PARTNERS' WEB SERVICE**

---

Ingeo is expanding partner options for connecting to its eRecording service. Ingeo currently supports file-based submission methods including plain text, CSV and XML. It also offers API and web service based integration methods.

Due to partner interest, Ingeo recently upgraded the web service method. The upgrade provides additional capabilities for submitting, signing, notarizing and returning documents. The new features continue to enable our partners to integrate Ingeo's document delivery and recording services seamlessly into their existing applications.

## **MORTGAGE BANKERS RELEASE ESTIMATES FOR 2006, FORECAST FOR 2007**

---

The Mortgage Bankers Association recently held its 93<sup>rd</sup> Annual Convention and Expo in Chicago and released estimates on the mortgage industry for 2006 and a forecast of activity for 2007.

At the meeting, Doug Duncan, MBA chief economist and senior vice president for research and business development said, "Although the labor market has recently weakened, the market is still quite healthy. Employment continues to expand moderately, with payrolls increasing at an average monthly pace of 120 thousand over the past three months. Several measures of core inflation have trended higher in recent months, but we are optimistic that they will decelerate slowly to below the upper-end of the Fed's comfort zone."

The MBA estimates that residential mortgage originations for purchase loans will reach \$1.39 trillion in 2006 and will edge down to \$1.32 trillion in 2007. Residential refinance loans will total \$1.07 trillion in 2006 and then decline to \$807 billion in 2007.

This brings the total residential mortgage production to \$2.46 trillion in 2006, the fifth-highest level ever, declining by about 19 percent from an estimated \$3.03 trillion in 2005 – the second-highest level ever.

The report went on to say that total mortgage originations should decline an additional 14 percent to \$2.12 trillion in 2007 and should remain flat in 2008.



Electronic Document Recording Solutions

## CUSTOMERS RECOGNIZE MANY BENEFITS FROM IN GEO ePREPARE AND IN GEO eRECORD

Ingeo's Electronic Document Recording System offers an important value proposition for submitters and counties. It is the most advanced, efficient and cost-effective solution for electronic document recording. Ingeo's service is legally compliant and includes all types of documents at all levels of recording. In any given month, Ingeo processes more documents than all of our other recording competitors combined.

### **Benefits**

- *Savings in time and costs* – By eliminating paper from the recording process, Ingeo's system decreases costs by 50-60%, eliminates delays, improves accuracy, reduces rejection rates and enhances customer service.
- *High-quality performance* – Ingeo offers improved data accuracy and the industry's lowest rejection rate, averaging less than 0.2%.
- *Compliance with industry standards* – Ingeo warrants that its system fully complies with and adheres to all industry standards, including W3C and the National Notary Association, in addition to industry specific organizations, such as MBA, NACRC, IACREOT and REFSMO. Also, Ingeo affirms that its documents are based on the PRIA and MISMO XML standards, and plans to pursue compliance certification as soon as it becomes available.
- *High-level security* – Ingeo's products have operated flawlessly for more than five years and have been audited by both customers and outside agencies.
- *More counties representing large populations* – Currently there are 58 counties using Ingeo eRecord and nearly 30 more "soon to be live."
- *More submitters* – Ingeo's system services a majority of the national submitters, including six of the top ten and the majority of the top 30 lending institutions in the U.S. This is in addition to regional submitters.
- *Partnerships with 20 county back-end providers* – Ingeo integrates with nearly all the major county recording system vendors and is negotiation agreements with more.
- *Simplification of payment process* – Ingeo's ePay executes all payments daily for recorders via ACH, simplifies daily reconciliations, provides daily detailed reporting, eliminates receipt of multiple checks and reduces amount of paperwork.

### INGEO'S INTEGRATION PARTNERS

ACS	Fidlar	New Vision
AmCad	First American	Rekon
Aptitude	Global 360	RPI
CIC	Hart InterCivic	Sire Technologies
Cott Systems	LanData	TriMin
Exigent	Logan Systems	TylerWorks/Eagle
Fidelity	Manatron	

**AVAILABLE INGEO eRECORD COUNTIES FOR ALL INGEO SUBMITTERS TO SEND ALL DOCUMENT TYPES**

---

Maricopa, AZ	Hillsborough, FL	Washoe, NV	Columbia, WI
Yavapai, AZ	Orange, FL	Monmouth, NJ	Dane, WI
Los Angeles, CA	Palm Beach, FL	Union, NJ	Eau Claire, WI
Orange, CA	Polk, FL	Mecklenburg, NC	Kenosha, WI
Riverside, CA	Champaign, IL	New Hanover, NC	Milwaukee, WI
San Bernardino, CA	Cook, IL	Lancaster, PA	Ozaukee, WI
San Diego, CA	DuPage, IL	Philadelphia, PA	Portage, WI
San Mateo, CA	Rock Island, IL	Dallas, TX	Racine, WI
Delta, CO	Polk, IA	Tarrant, TX	Rock, WI
Denver, CO	Sedgwick, KS	Salt Lake, UT	St. Croix, WI
Eagle, CO	Wyandotte, KS	Fairfax, VA	Washington, WI
Bay, FL	Renville, MN	King, WA	Waupaca, WI
Brevard, FL	Wabasha, MN	Snohomish, WA	Winnebago, WI
Broward, FL	Boone, MO	Brown, WI	
Duval, FL	St. Louis City, MO	Chippewa, WI	

**PLANNED AND SCHEDULED INGEO eRECORD COUNTIES**

---

Jefferson, AL	Marion, IN	Cumberland, NJ	Montgomery, PA
Pima, AZ	State of Iowa	Essex, NJ	Davidson, TN
Ventura, CA	Grand Traverse, MI	Mercer, NJ	Knox, TN
Boulder, CO	Macomb, MI	Ocean, NJ	Bexar, TX
Douglas, CO	Oakland, MI	Passaic, NJ	Collin, TX
El Paso, CO	Wayne, MI	Clark, NV	Hidalgo, TX
Routt, CO	Blue Earth, MN	Durham, NC	Chesterfield, VA
Washington, DC	Cass, MN	Johnston, NC	Loudon, VA
Collier, FL	Clay, MN	Allen, OH	Prince Williams, VA
Escambia, FL	Dakota, MN	Cuyahoga, OH	Virginia Beach, VA
Lee, FL	Lyon, MN	Hamilton, OH	Clark, WI
Leon, FL	Martin, MN	Franklin, OH	Columbia, WI
Miami-Dade, FL	Stearns, MN	Licking, OH	Eau Claire, WI
Okaloosa, FL	Clay, MO	Lucas, OH	Ozaukee, WI
Pinellas, FL	Douglas, NE	Medina, OH	Rock, WI
Volusia, FL	Atlantic, NJ	Stark, OH	
Walton, FL	Burlington, NJ	Trumbull, OH	
Hawaii, HI	Camden, NJ	Chester, PHA	
McHenry, IL	Cape May, NJ	Lackawana, PA	