

March 6, 2002

Dear MBA Member:

On behalf of MBA's Technology Initiatives Committee, thank you for your interest in the initiatives within the commercial mortgage banking community. As the committee's chairman, I am proud to share our vision for the coming membership year.

Technology is a major force within our industry: e-mail is now mission-critical; websites are essential; long-time MBA members and new industry entrants are seeking ways of fine-tuning their processes by harnessing the power of the Internet; and now we are all faced with the opportunity to originate and process mortgages using new and dynamic methods.

In essence, the velocity of "doing business" has entered warp speed. Several years ago, we shipped time-sensitive documents overnight, faxed semi-important information and mailed everything else. Today, we e-mail, create websites and communicate in "real-time".

Technological change requires investment and risk. Through careful planning, you can mitigate risk and create opportunities to strengthen relationships with borrowers, investors, suppliers and all other members of the value chain. Innovation and technology are partners in changing the business processes in today's marketplace. From these partners, we are seeing a host of new products and services developing and entering the market that will have far-reaching impact on tomorrow's e-mortgage. Your challenge is to select, modify or create the products or services your firm deems most critical. To help you in this process, we have developed the [CREFTech](#) resource registry as a research center for locating information about products and services in our industry.

This is an exciting and active time for our committee. We are involved in the groundbreaking development and implementation of the data standards for C-MISMO. In a relatively short period, this effort will dramatically impact our industry. We are working with the Public Key Infrastructure (PKI) initiative, which facilitates digital signatures and the development of the commercial e-mortgage.

We are excited by these technical challenges and hope that you will partner with us as these initiative come into fruition. In particular, we encourage your participation in committee meetings and attendance at MBA-sponsored events, such as the upcoming March 12- 15 National Technology in Mortgage Banking Conference.

Please feel free contact or forward any comments you may have to the Committee staff representative, Daniel Szparaga, at [daniel\\_szparaga@mbaa.org](mailto:daniel_szparaga@mbaa.org) , Committee Vice Chairs Bob Fitts at [robert.fitts@prudential.com](mailto:robert.fitts@prudential.com) or Wes Hall at [hall@univest.com](mailto:hall@univest.com), or myself at [jsuper@byrd.com](mailto:jsuper@byrd.com).

Sincerely,

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