



MBA's 93rd ANNUAL CONVENTION & EXPO 2006

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The Future of Artificial Intelligence - AI

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Technologies



Artificial Intelligence had an important birthday in 2006



- Question: How many candles belong on AI's cake?



AI has had a transformational impact of the Mortgage Industry



The Mortgage Value Chain



AI first appeared in Mortgage Underwriting almost 20 years ago



Automated Underwriting radically compressed approval time and improved customer service



The explosion of non-comforming mortgages has created information overload



*Finding the right loan at the right price
from thousands of combinations*



The key to survival will be the ability to leverage all execution options



Getting the best price in today's heightened control environment



The IDEAL System incorporate these attributes:

- return a decision in seconds
- handle product and pricing as well as full underwriting
- be agnostic / independent
- must enable business users to author rules in English
- incorporate non-traditional measures of credit-worthiness
- come with pre-built components out-of-the-box
- handle all mortgage loan products and all credit grades
- automatically handle exceptions
- have embedded workflow



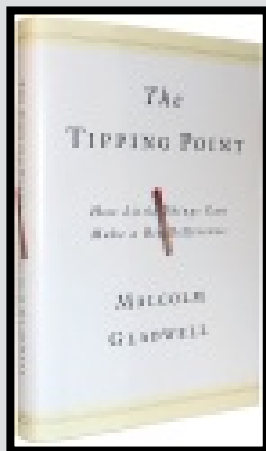
5 years from now

- Continued adoption of AI for underwriting decisions- Multiple investors applications
- “Certified”, reusable AU decisions and prices
- Broader use of AI for product eligibility and pricing – “best ex”
- Introduction of “Smart Agents” that solve the paradox:
 - » Least data from borrower – most investor options
 - » Enable rapid and accurate closings
 - » streamline the loan process for the lender
 - » reduce operating costs

The technology exists today



Incorporating AI in your architecture – this is not rocket science!



Our industry is at the Tipping Point

The next 5 years will be very different from the last 50!

Find a way to get started this year

The next 5 weeks or 5 months could help define competitive advantage for your organization



Overture Technologies

- Unmatched industry experience
 - Fannie Mae's Desktop Underwriter
 - Freddie Mac's Loan Prospector
 - Mozart 5.0 – PPE / AUS solution
- Business and technology thought leadership
- Robust, proven rules based technology
- Unparalleled speed and lowest total cost

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