

# MBA Technology Conference

Tampa, Florida

## *Offshoring Panel*

**Tuesday, March 27 2:00 – 3:15 pm.**

**Cyrus M. Brinn**, President,

Metavante Lending Solutions/GHR Systems, [cyrus\\_brinn@ghrsystems.com](mailto:cyrus_brinn@ghrsystems.com)

**Prahant Kothari**, CEO and Founder,

String Real Estate Information Services, [ppkothari@stringinfo.com](mailto:ppkothari@stringinfo.com)

**Steve Kropper**, President,

Bank On Real Estate, [steve@kropper.com](mailto:steve@kropper.com)

**Steven Jo**, SVP Business Process Management,

GreenPoint Mortgage, [Steven.Jo@greenpoint.com](mailto:Steven.Jo@greenpoint.com)

**Srini Vijayaraghavan**, Vice President

iGATE, [srinivas.vijayaraghavan@igate.com](mailto:srinivas.vijayaraghavan@igate.com)

# Global Delivery Model: Overview of Services

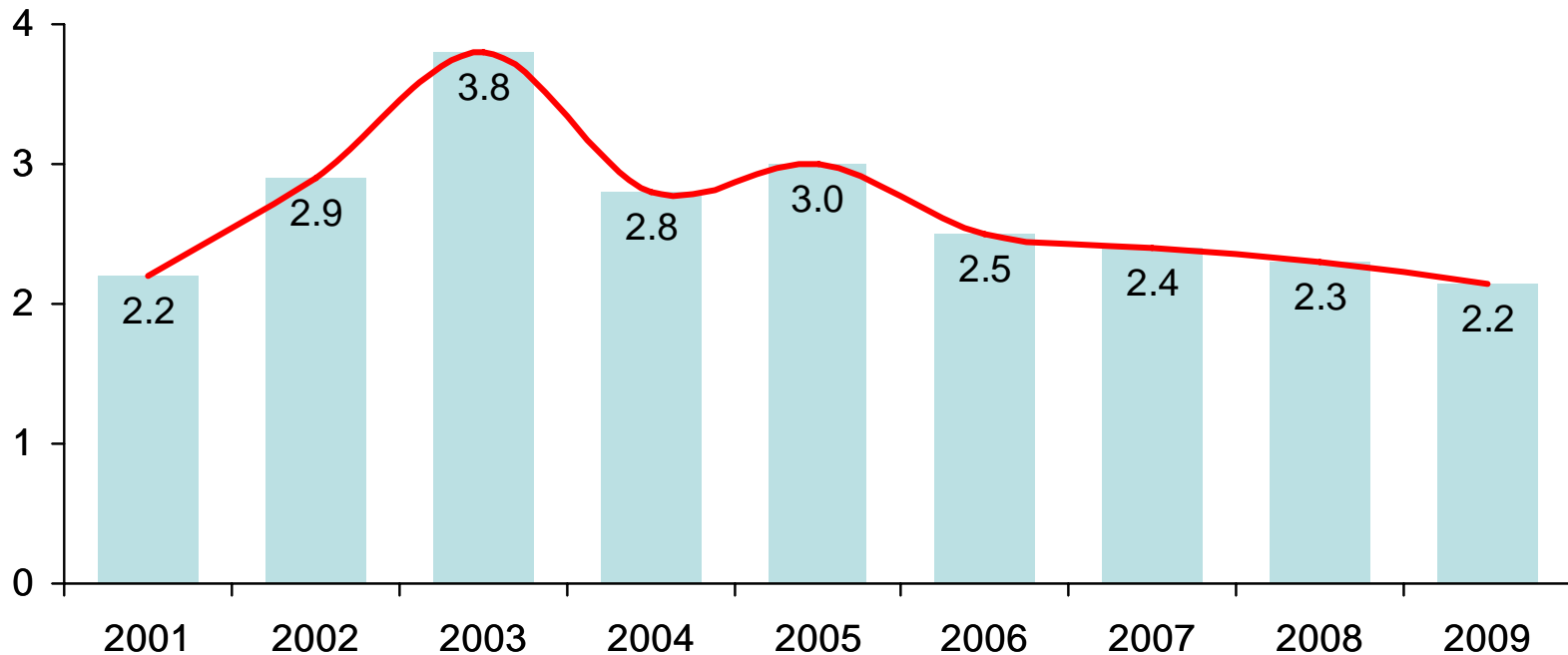
MBA Tech 2007 Conference

*Srinivas Vijayaraghavan*  
*iGATE Global Solutions*

# Offshore imperative for the Mortgage Industry

## Originations - U.S.

\$ trillion

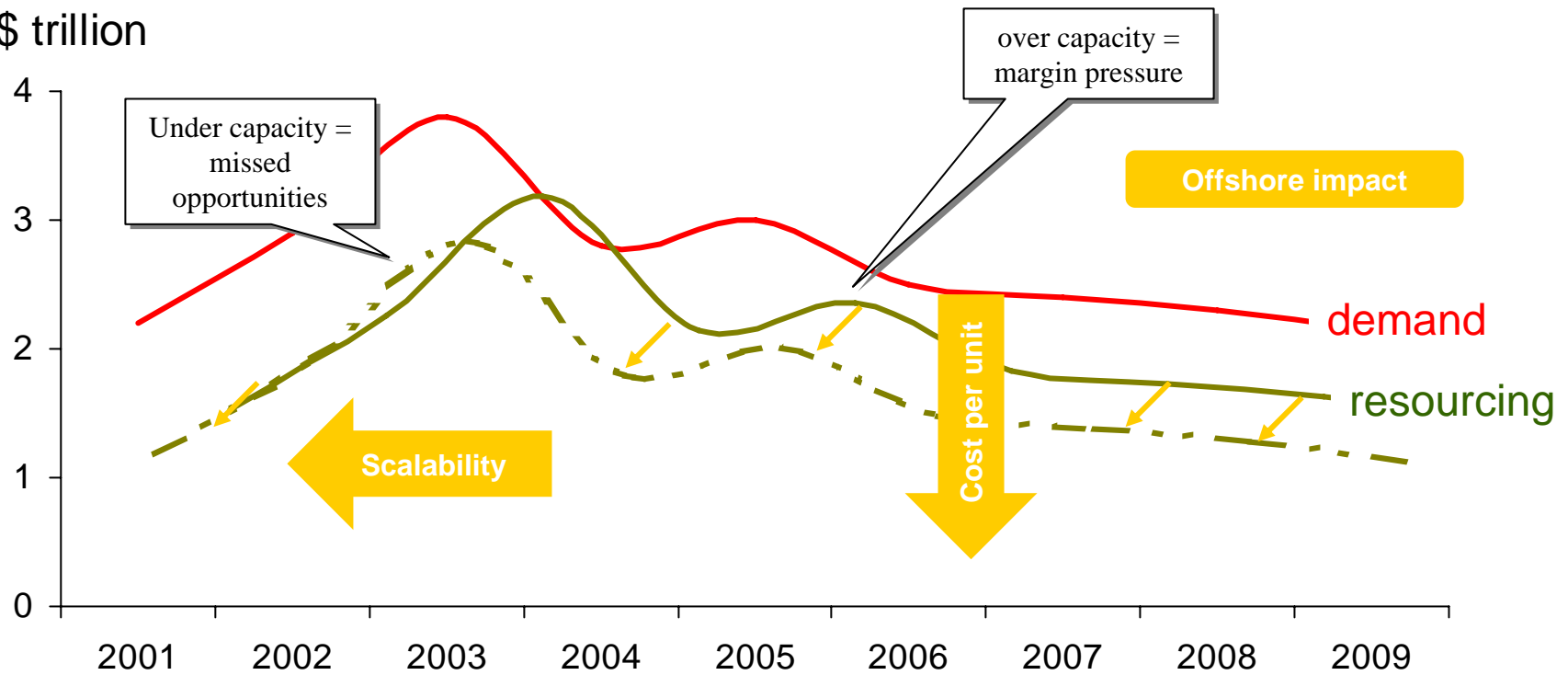


Source: MBA

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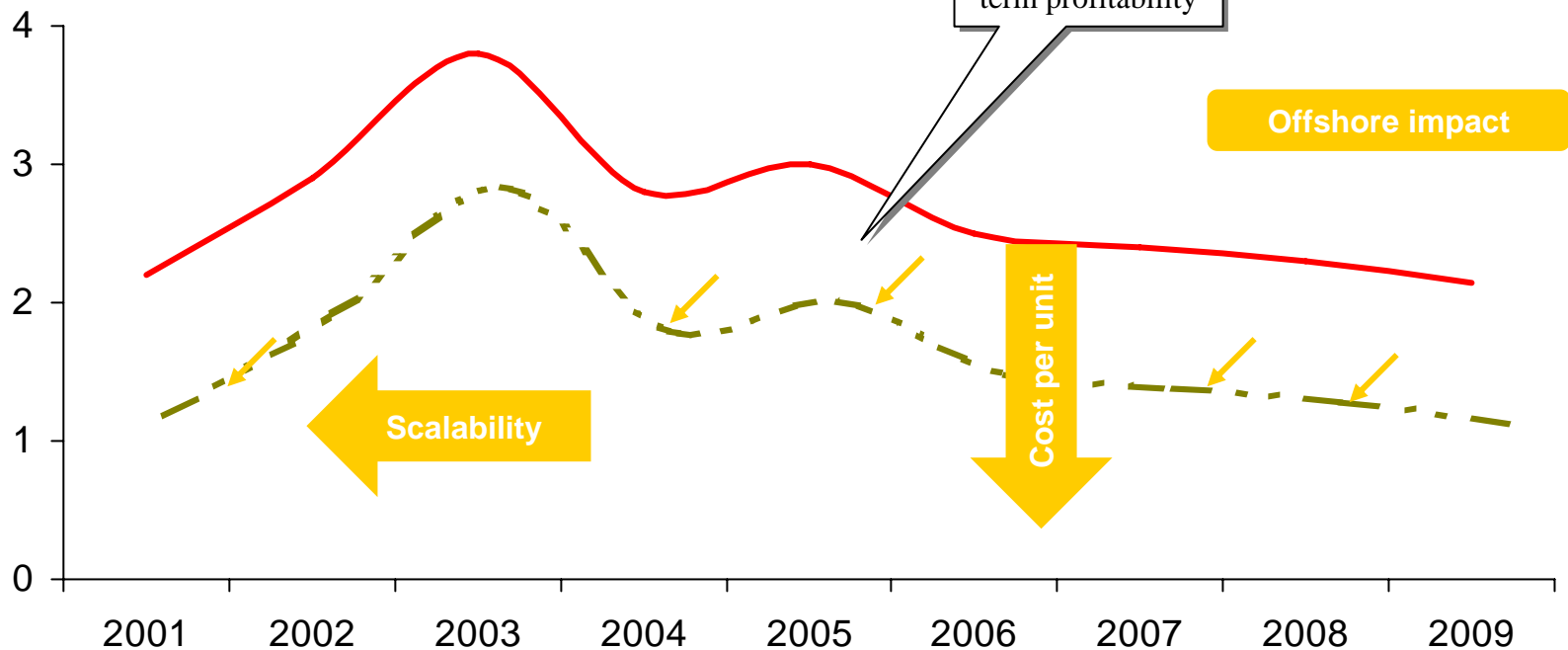
\$ trillion



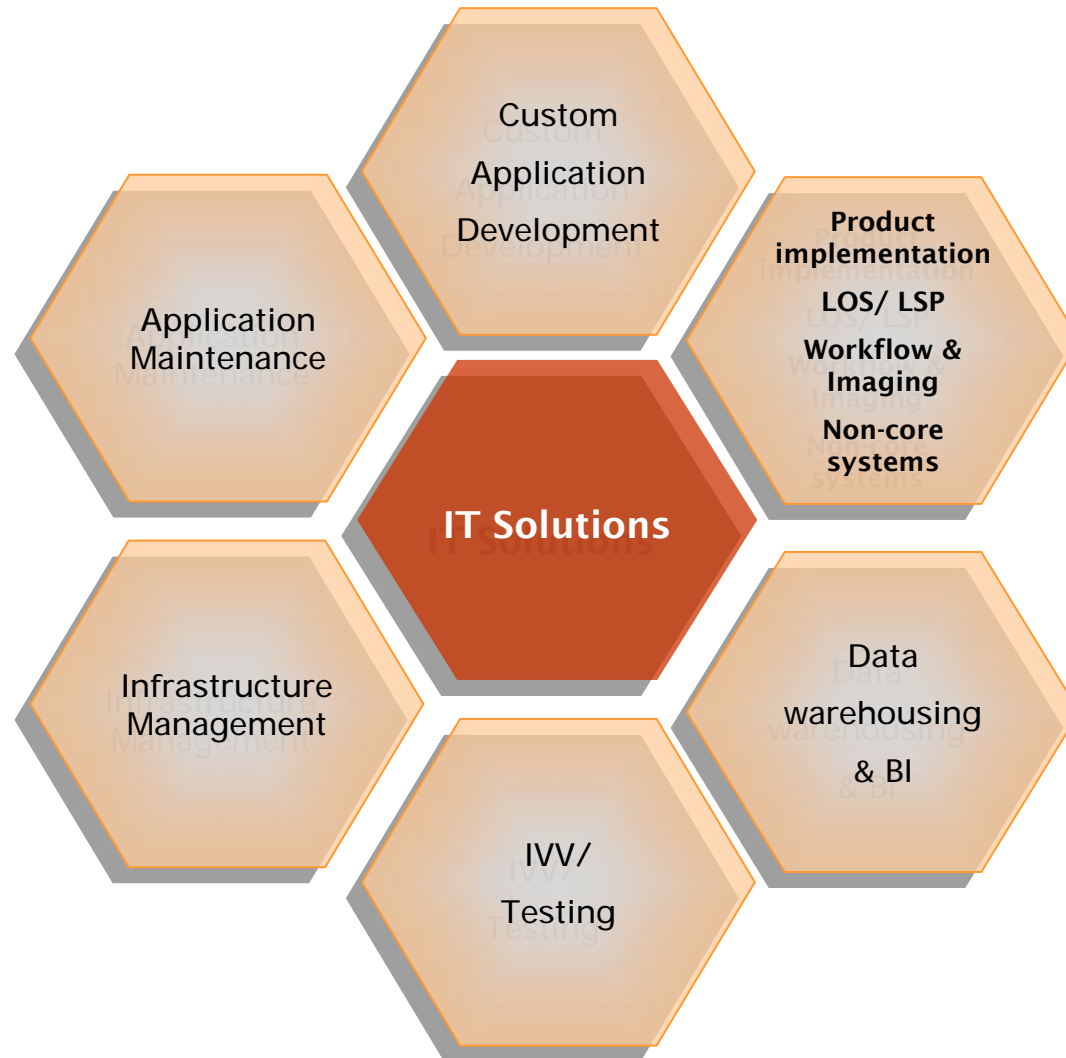
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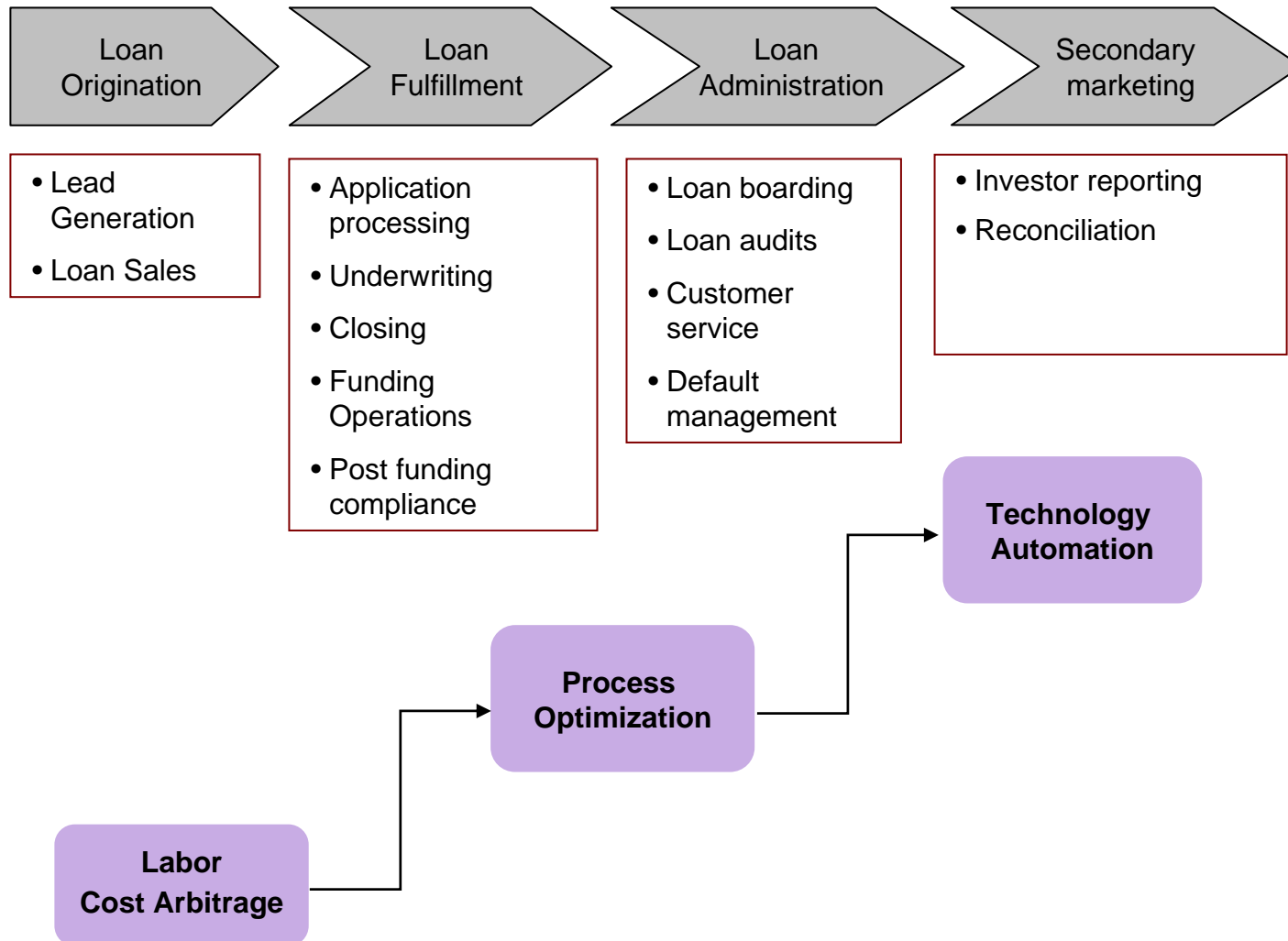
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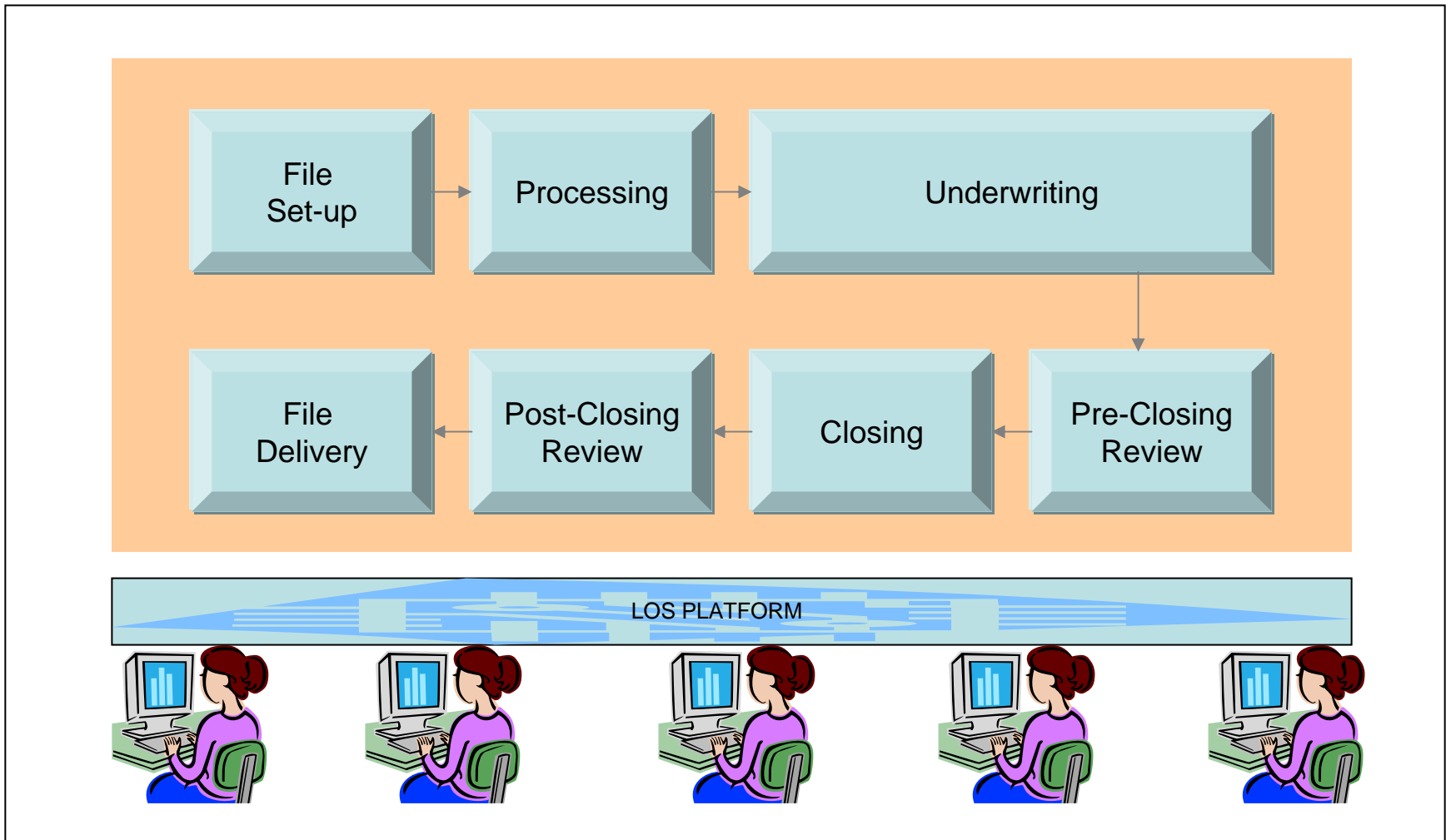
## IT services & solutions



# Business Process Outsourcing



# Business Services Provisioning



## Overview of iGATE Global Solutions

- Founded in 1986, publicly held
- 7000 employees worldwide and \$ 200 Million in revenue
- Full range of services: Consulting, IT, BPO, Outsourcing
- Marquee client base: GE, RBC
- Over 45% of revenue from Financial Services clients
- Mortgage clients: OOMC, GPM, EMC, HFN
- Mortgage services
  - Application to Funding lead time optimization
  - Strategic location of services
  - IT services
  - BPO services: Loan fulfillment and Loan Servicing
  - Private Labeled Loan Fulfillment Outsourcing