

Advantages of Efficient Outsourcing



Partnering For Optimal Success

Mortgage Bankers Association

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Topics

- Outsourcing Decisions
- Outsourcing Benefits
- How Outsourcing Works - Example
- Outsourced Projects
- Conclusions

Outsourcing Decisions

- What Work Can be Outsourced
- Cost to Benefits Analysis
- Supervision and Control
- What is the True Cost

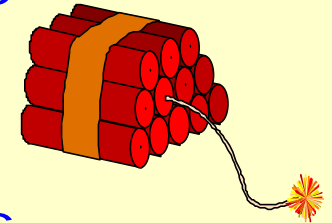


Outsourcing Benefits

- Managing Peak Workflow-Flexibility
- Minimizing Growth of Fixed Employee Costs- “Leasing” vs. “Buying”
- Focused Attention on Key Projects
- Matching Skills to Specific Projects- Eliminate Information Risk
- Increasing Overall Profits
- Pass Through Expense

How Outsourcing Works

- Portfolio Acquisition Due Diligence
 - Time Constraints
 - Random Samplings Misses Problems
 - Detecting the Hidden Timebombs
 - Opportunity Costs for Other Business
 - Drinking from a Firehose



Outsourced Projects

- Portfolio Acquisition Due Diligence
- Audit/Review of Procedures and Archived Work
- Quality Control
- Systems Review
- Underwriting, Site Inspections, Specific Due Diligence
- Management of Deferred Maintenance

Outsourcing Conclusions

- “Lease” Expertise and Skills
- Pass Thru Expenses
- Accommodate Growth Beyond Current Static Capabilities
- Flexibility
- No Interruption of Current Business Flow
- Enhances Employee’s Skills
- Compresses Completion Deadlines