

MBA Tech Conference

Monday, March 10, 2003

Alliance Mortgage Company
Imaging Solution



Alliance Capital Partners

Production Companies
\$9 Billion in Annual Production



WHY?

1. Reduce Cost
2. Eliminate Paper & Files
3. Improve Operating Efficiency
4. Accelerate Warehouse Turn
5. Increase ROE



Vendor Selection Key Specifications

- Mortgage Industry Expertise
- Ability to view, print and e-mail documents for both internal and external users.
- Delivery capabilities via email, ftp, CD Rom and web posting.
- User-level security
- Quick implementation time
- Requires Low Upfront Investment
- Requires Modest Recurring Costs



Alliance Mortgage Company chooses Virpack as the vendor of choice

The Virpack solution:

- Replaced the need for printing, copying, overnight courier, and re-keying of data.
- Allowed for parallel workflow processing.
- Reduced document management costs and increases workflow efficiencies.
- Increased in speed – electronically deliver files via the Internet or email instantly.



Implementation Plan

- Selected the backshop for initial implementation.
- “Live” in less than 30 days
- Upfront hardware costs under \$50,000
- Upfront development costs under \$20,000
- Software costs paid per page scanned



Where are we today – almost 2 years after implementation?

- 13 FTE's manage the Image Center
- Average of 1 million pages scanned each month
- Cutting edge software releases
- Delivering electronic loan files for whole loan sales

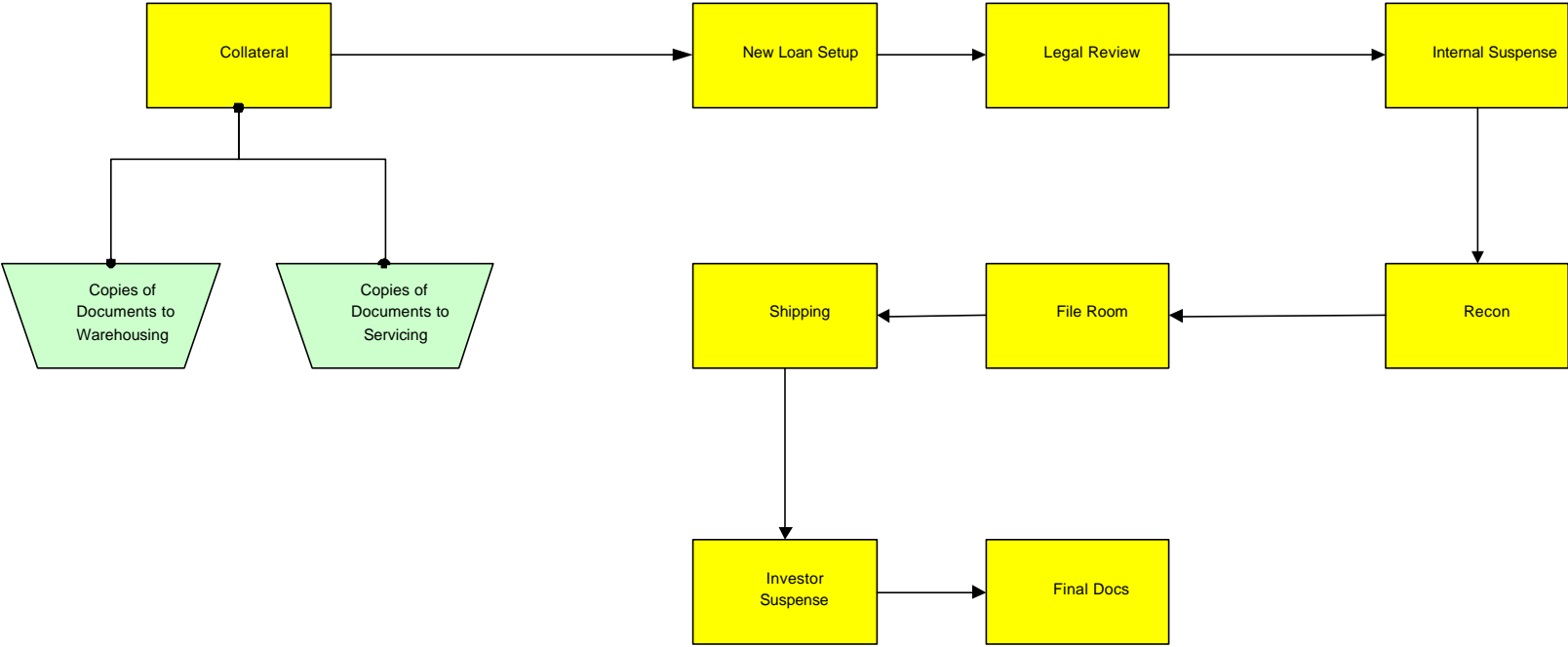


Operational Gains due to Imaging

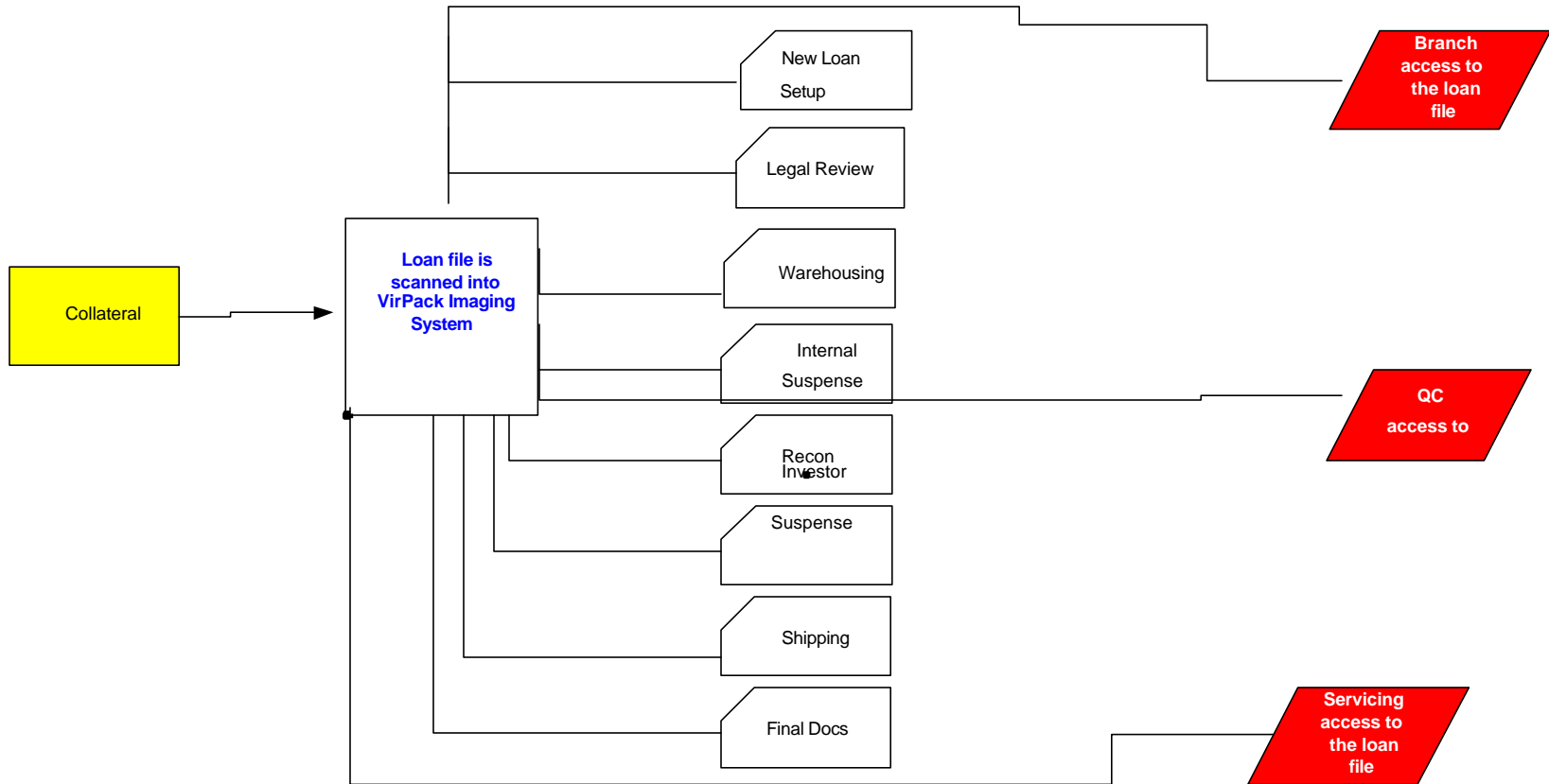
- Reduction in lost files and lost documents.
- Simultaneously view files throughout the organization.
- Minimizes file room space and eliminate branch copies.
- Trailing Mail Solution.
- Improved performance on internally & external audits.
- Reduced turn time from closing to shipping.
- Fast access to archived files.



LINEAR PROCESS (PRE-IMAGING)



PARALLEL PROCESS (POST IMAGING)



MBA Tech Conference

Monday, March 10, 2003

Alliance Mortgage Company
Imaging Solution

