

Combining the Power and Simplicity: Mortgagesoft Online™ Developer Kit – the Mortgage Application Power Engine

Seamlessly providing Loan Origination and Reverse Mortgage Servicing functionalities across sophisticated multi-tiered Web and desktop mortgage solutions and empowering development teams to focus on resolving complicated market demands is a business imperative for mortgage corporations.

Insightful executives should be prepared for the imminent momentum change for the real estate market

Over the past 2 years, the economic environment, marked by low interest rates, combined with consumer's obsession for cash flow have made it all too easy for lenders of all shapes and sizes to gain high level of revenue and income. Origination companies were so consumed with top line revenue that little attention was paid to the inefficiencies in their operation. If a company is focused on the short term gains, this may be a viable strategy. If you believe in impending rising interest rates, however, senior managers should be asking a few key questions to assure they will continue to make money whether interest rates are coming or going:

1. How profitable are these loans?
2. How many more loans could we be doing each day with the right tools?
3. How long will this volume persist?
4. Will clients come back to me when interest rates climb?

5. How will I run my business when leads are harder to come by?
6. How can I adjust to take advantage of shifting market conditions?

Answering these questions would allow introspective firms to maintain their high performance and a competitive advantage even with interest rate increases.

Obtaining an online mortgage system can drastically improve your company's operational and servicing performance

With the emergence of the World Wide Web and industry standards for transmitting data, there has never been a better time to re-evaluate and re-align the enterprise. In fact, this is precisely the time that successful lending institutions should consider investing in a browser-based Mortgage Lending platform to improve the borrower's online experience and its own operational strength, and bring in the competitive edge to assure future prominence and dominance.

The big question is how to obtain a reliable online mortgage solution with the lowest cost and in the shortest period of time

There are two strategies most companies take to implement this crucial part of the new online mortgage business model. One is to develop an in-house system, the other is to buy a commercial off-the-shelf system. Both strategies provide some degree of benefits in terms of acquiring the hi-tech weapon. Never the less, both strategies will also bring in extensive challenges.

The Challenges of Developing an In-house Mortgage System

There are daunting obstacles facing developing in-house mortgage systems

- **The Developer Productivity Paradox**
As most CIO's have noticed, web applications are placing unrelenting demands on application development teams. The expectations of borrowers and loan agents for web access to loan information continue to grow. Compounding the problem of decreasing IT budgets, today developers need to deliver applications in a matter of weeks.
- **The Skills Shortage**
Another reality for IT managers in mortgage industry is the dearth of elite programming talent. Staffs have varying levels of proficiency. Some know Java, others know Visual Basic. If you limit your choice to Java, you run the risk of encountering a lack of skilled programmers. A better idea may be to use a highly adaptable mortgage business engine that can harness the varying skill levels of your team.
- **Technical Requirements of Web Applications**
By their very nature, web applications have shorter lifecycles and must be adaptable to more volatile mortgage business conditions and strategies. Therefore, they must be built upon technologies that provide the highest level of flexibility without sacrificing reliability. As a result, you have to select the right technology and achieve the right tradeoff between power and simplicity.
- **The TCO Imperative**
A proper TCO (total cost of ownership) calculation should include aspects such as initial license costs, training expenses (and time), fully-loaded costs for a skilled developer, and costs of application maintenance and support. While you need developer productivity and you must meet the technical requirements of web applications, for IT managers it boils down to the TCO for a given strategy.

- **The Role of Java in Web Applications**
There is a consensus in IT industry that Java will be an enduring web application platform that has earned a central role in virtually every enterprise-class IT strategy. According to GartnerGroup's estimation, learning Java takes 60 days of training and 10 months of full-time usage at an average cost of \$75,000 plus salary. There for, even if you could find these professionals, it would not be cost-feasible.
- **Time to Market and Application Complexity**
To maintain alignment with ever-changing mortgage business needs, developers must wrestle with the inherent complexities. At the same time, users are demanding greater application sophistication and faster time-to-market for mortgage applications. Development teams really need a full-fledged business engine that can be learned much more quickly and provide much more power.

The Challenges of Buying a Commercial Off-The-Shelf (COTS) Mortgage System

There are also inherited problems over buying an off-the-shelf mortgage solution

- **System Integration and Customization**
Different organizations have different technology infrastructures; different business strategies require different approaches for creating mortgage applications. Since the COTS does not offer access to source code, no system modifications are possible; no interface and functional customization can be applied by your technical team.
- **Influence Business Requirements of the COTS**
Since the goal of the COTS is to satisfy the largest market demands, a single user has little or no control on the requirements implemented by the COTS. Actually, the vendor does not master completely the requirements either. Requirements are only subject

to market forces, and your organization's special requests are highly likely to be ignored all together.

- Quality of the COTS

The COTS can contain faults, but the vendor decides when and whether to fix them. In general, the availability and quality of documentation, training, consultancy, and support for the COTS are in the hands of the vendor. Documentation can be inconsistent with the COTS, promised functionalities can be missing. All these uncertainties will translate to huge risks for your team to founder.

- Dependence on COTS Updates

Periodic updates of COTS products can be very costly. Even worse, different versions of COTS products may not be compatible. Frequently, teams find themselves stuck with a certain version of the COTS which is no longer supported by the vendor.

- Flexibility in Requirements

No control over the requirements for the COTS and inflexibility of the COTS means that your team must be flexible in your business requirements, otherwise the COTS is not usable. In other words, your team must trade off schedule or cost for your organization's business and operational requirements.

- Learning Curve

Although the COTS offers ready functionality, your developers must become very familiar with it in order to be able to use it to its full extents. The more complex the COTS, the longer the familiarization period.

Mortgagesoft Online™ Developer Kit's Approach for Mortgage Application Development

Developing your very own applications on top of Mortgagesoft Online™ Developer Kit is the fastest, easiest way to build and deploy powerful Internet enabled mortgage applications. Using our J2EE technology based loan origination and servicing engine which has more than ten years successful tracking record, web application developers can easily harness the power of Java without the complexity.

Mortgagesoft Online™ Developer Kit provides a mortgage business engine for your team to build your own systems on top of it, hence eliminates problems associated with developing in-house or buying off-the-shelf

Mortgagesoft Online™ Developer Kit simply provides a very versatile and comprehensive range of mortgage business functionalities and data persistent solutions which serves as the power base of your fully customizable and controllable service interfaces and functionalities. With Mortgagesoft Online™ Developer Kit's well architected, easy-to-use and fully documented development interface, your team can easily leverage the power of Mortgagesoft Online™ while conveniently integrate special requirements to quickly develop web mortgage solutions that address precisely your business needs.

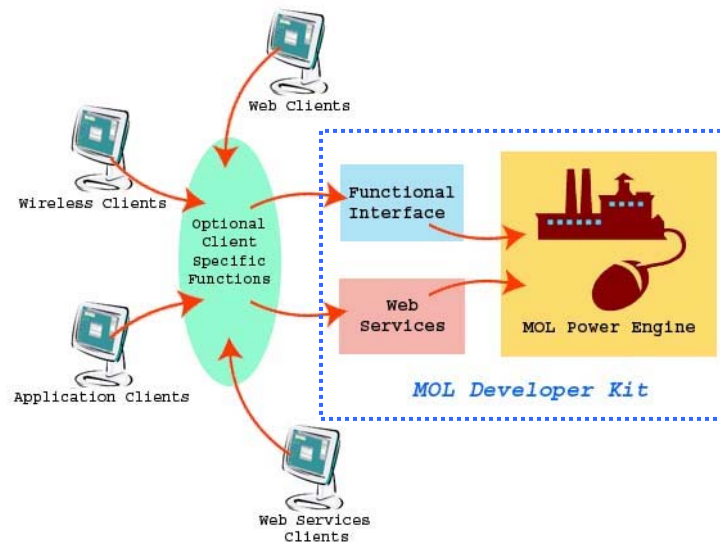


Illustration 1: Mortgagesoft Online Developer Kit provides seamless integration with client applications developed by your team using J2EE or .Net.

Even if your organization has chosen .Net as core technology to build and deploy high-end web applications, Mortgagesoft Online™ Developer Kit's web service interface and highly configurable data persistent solution can easily adapt to your system design without compromising your system structure.

Because a large percentage of mortgage applications require faster, more productive development cycles, many mortgage lending companies are choosing Mortgagesoft Online™ Developer Kit to extend their front-end technologies, and gained the best of both power and productivity.

Combining the Power of J2EE with the Simplicity of Mortgagesoft Online™ Developer Kit

Mortgagesoft Online™ Developer Kit fully complied with Java 2 Enterprise Edition (J2EE) specifications and implemented all known J2EE design patterns. This major architectural shift enables Mortgagesoft Online™ Developer Kit to leverage the benefits of J2EE fully while retaining the simplicity, power, and low TCO for which Mortgagesoft Online™ is renowned.

*Mortgagesoft Online™
Developer Kit has a very high
deployment flexibility*

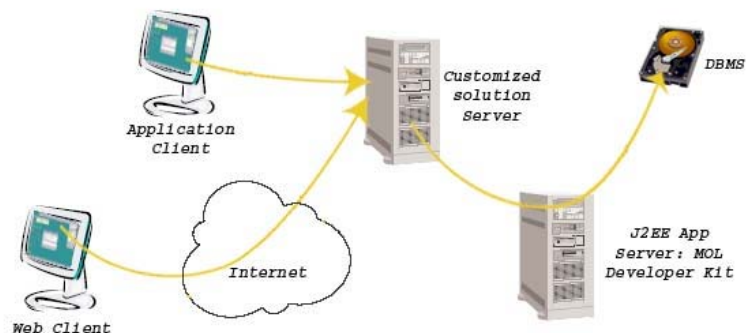


Illustration 2: Mortgagesoft Online™ Developer Kit deployed onto a J2EE Application server as a distributed service.

You can deploy Mortgagesoft Online™ Developer Kit either on a Web container as a dependent library or on leading enterprise Java application servers as distributed services. The Enterprise Edition of Mortgagesoft Online™ Developer Kit also includes a full version of JBoss Application server. Alternatively, you can deploy Mortgagesoft Online™ Developer Kit on third-party J2EE servers, such as IBM WebSphere and BEA WebLogic.

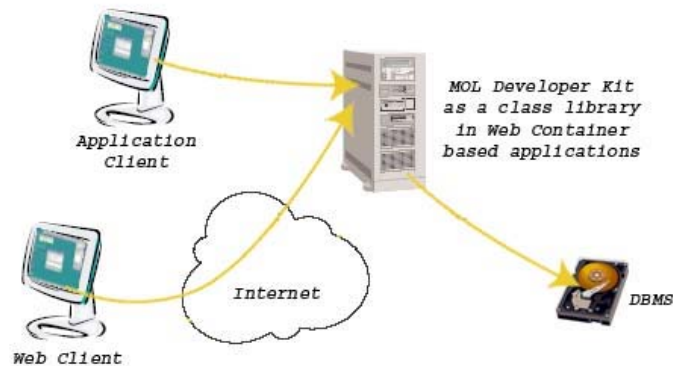


Illustration 3: Mortgagesoft Online™ Developer Kit deployed onto a web container as a class library

Mortgagesoft Online™ Developer Kit has well defined, simple to use application interface providing full business solutions for loan origination and reverse mortgage

Mortgagesoft Online™ Developer Kit provides the developer a highly unified business logics façade, which is well defined, easy to use and very versatile. By simply configure the façade module, developers can easily customize Developer Kit to your business requirements, and still obtain the full power of Mortgagesoft Online™ and Reversesoft™.

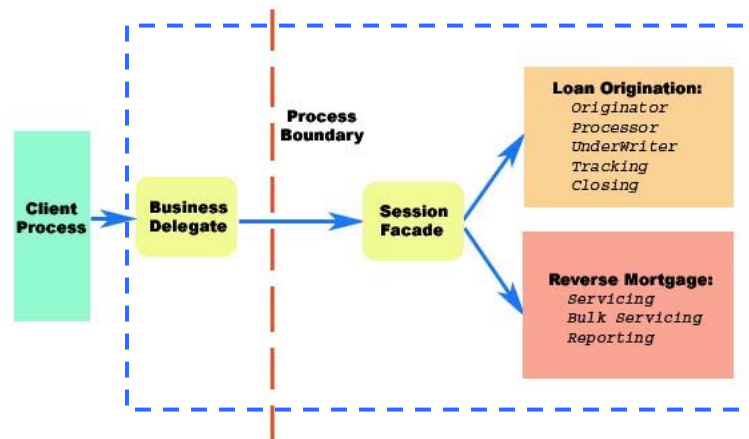


Illustration 4: Mortgagesoft Online™ Developer Kit's unified interface for full mortgage business logics

For Enterprise Edition of the Developer Kit, the installation package also provides a well defined and easy to use business delegate module, which serves as the proxy for the distributed mortgage business module – Mortgagesoft Online™ Developer Kit.

Because of the use of J2EE technologies, Mortgagesoft Online™ Developer Kit has gained additional benefits

Besides deployment flexibility and simple programming API, leveraging the power of the J2EE platform brings several additional benefits to mortgage application developers:

- Improved performance: Mortgagesoft Online™ Developer Kit runs as compiled Java bytecode, increasing application performance and overall server capacity
- Increased security and reliability: Administrators can now isolate applications from each other by creating multiple instances of Mortgagesoft Online™ Developer Kit on a single server
- Greater extensibility: Mortgagesoft Online™ Developer Kit can integrate more seamlessly with components built in Java, including JSPs, JSP tag libraries, JSF, servlets, and EJBs

As a result, Mortgagesoft Online™ Developer Kit is ideal for mortgage applications that require data access, security, and scalability in a fast development cycle — systems for which the complexity of Java is not pragmatic — while leaving your elite Java team free to focus on more strategic system requirements.

Mortgagesoft Online™ Developer Kit is an indispensable tool for developing both simple and sophisticated mortgage solutions

At the higher end, where you might want to create a complex system with redundancy and failover supporting one million transactions each day, Mortgagesoft Online™ Developer Kit is the ideal complement to Java because it provides complexity-shielding abstractions, tools, and guides to enable a broader set of developers to contribute to the development cycle and collaborate with your highly skilled Java-knowledgeable team members.

The Business Case for Mortgagesoft Online™ Developer Kit

Advantage #1: Developer Productivity

A key strength of Mortgagesoft Online™ Developer Kit is how quickly developers can leverage the power of J2EE by taking advantage of this easy to use and productive mortgage business engine. The intuitive and well defined application interface requires very few lines of code by handling low-level programming and business tasks automatically. Hence developers can concentrate on service interfaces and higher level business requirements.

Advantage #2: Time to Market

The fully integrated application services of Mortgagesoft Online™ Developer Kit eliminate significant amounts of code that Java programmers would otherwise have to write. XL Dynamic's estimates show that a mortgage application using Mortgagesoft Online™ Developer Kit requires 88% fewer lines of code than an identically functioning Java application. That translates into faster time to market and lower maintenance costs.

Advantage #3: Low TCO

Mortgagesoft Online™ Developer Kit's low initial license costs, low training expenses, fully-documented API, high productivity, fast time to market and low maintenance costs dictate the low TCO and quick return on investment for your organization.

Advantage #4: Time to Adoption

Another key strength of Mortgagesoft Online™ Developer Kit is how easily and rapidly developers can get acquainted with its environment. The intuitive and powerful programming interface is very similar to

languages with which web developers are already familiar. Typically, a new developer can be proficient in Mortgagesoft Online™ Developer Kit with just one week of training and two months of full-time use.

Advantage #5: System Integration and Customization

A distinctive feature of Mortgagesoft Online™ Developer Kit is how easily can the mortgage business engine be integrated into your existing applications. It can function as a distributed service module as well as a fully integrated class library. The Web Services interface even allows your existing .Net applications to invoke the functionalities provided by the mortgage business engine. The easily configurable data persistence layer can adapt to any physical database management system. On the other hand, Mortgagesoft online™ Developer Kit provides your developers a full-fledged powerful mortgage business platform that will support any higher level business peculiarity and functionality.

Advantage #6: Leveraging the Power of J2EE

The innovative architecture of Mortgagesoft Online™ Developer Kit combines the scalability, reliability, and power of the Java platform with the simplicity of invoking mortgage business functionalities. You can also take advantage of complete extensibility through its support for JSP, JSF, servlets, and Web Services through the J2EE server.

Advantage #7: System Sophistication

By building applications on top of Mortgagesoft Online™ Developer Kit which provides the high level abstraction of mandatory mortgage business functionalities, your developers can very easily develop highly sophisticated systems that can keep up with and exceed your operational and customers' insatiable demands for higher system functionalities, and sharpen the competitive edge of your mortgage lending operations and strategies.

Advantage #8: Control of Development Lifecycle

Because Mortgagesoft Online™ Developer Kit is structured to be an integral part of your mortgage system, your development team can simply treat it as a stand-alone service or a library, and have the full control of the entire development lifecycle with the only lost of programming and debugging complicated mortgage business logics. Even when periodic updates happen, your team does not need to change any of your code because of the consistence of both the application interface and the business delegate.

Advantage #9: Control of Product Quality

Since Mortgagesoft Online™ Developer Kit gives back the full control of the entire development lifecycle to the development team, quality control is no longer a dependent process that relies upon a third party vender. From unit and integration tests to function and acceptance tests, your team is capable of making sure the product hits any of your organization's quality metrics.

Advantage #10: Technical Support

XL Dynamics Inc. is proud of our dedication to provider our customers the highest level of mortgage software services. Our reliable 24X7 technical support gives your technical team advices and solutions related to Mortgagesoft Online™ Developer Kit around clock, online and offline.

Conclusion: An Easy to Use Business Engine for Mortgage Applications

Ultimately, it's not a case of Mortgagesoft Online™ Developer Kit vs. fully customized in-house mortgage solution. Instead, view Mortgagesoft Online™ Developer Kit as an essential part of your organization's mortgage software development strategy. It should be your first choice in a large percentage of your mortgage applications when the level of application complexity does not merit the use of an in-house development solution which is more expensive. Combining the power of Java with the productivity and lower total cost of ownership, Mortgagesoft Online™ Developer Kit is a better choice for mortgage application development.