



Electronic Document Recording Solutions

Inside Ingeo – News in Brief – Q1, 2005

Ingeo’s Reach Expands Dramatically to More States/Counties

As eRecording legislation is passed in more states, Ingeo’s coverage of the population is greatly increasing. In addition to the county recorders that are Ingeo’s customers, the company works with nearly all the major county recording system vendors, and now has 14 partners that have integrated their county recording systems with Ingeo, allowing their county customers to

benefit from Ingeo’s Electronic Document Recording System. When the next level of deployment is completed, Ingeo’s coverage will reach more than 450 counties across the nation, representing more than 50 percent of the population that has access to electronic document recording capabilities.

State Population Coverage – eRecording through Ingeo

State	Current	Soon	Targeted
Arizona	60.73%	60.73%	76.73%
California	20.57%	20.57%	72.06%
Colorado	0.00%	27.92%	71.33%
District of Columbia	0.00%	100.00%	100.00%
Florida	16.75%	42.46%	54.21%
Hawaii	71.78%	71.78%	71.78%
Illinois	49.60%	49.60%	63.27%
Indiana	0.00%	13.93%	27.29%
Iowa	13.20%	23.79%	23.79%
Kansas	0.00%	22.76%	40.63%
Michigan	0.00%	40.18%	49.40%
Minnesota	0.00%	29.87%	39.88%
Missouri	2.47%	11.70%	41.03%
Nebraska	27.41%	27.41%	42.41%
Nevada	16.55%	86.90%	86.90%
New Jersey	0.00%	13.45%	55.74%
North Carolina	8.95%	8.95%	23.65%
Pennsylvania	15.87%	25.80%	36.00%
Texas	7.05%	7.05%	47.34%
Utah	39.31%	39.31%	75.86%
Virginia	13.54%	13.54%	44.19%
Washington	39.16%	68.39%	68.39%
Wisconsin	36.54%	43.24%	43.24%
Average State Coverage	27%	37%	55%

Last year, there was great expansion in the number of counties that are recording electronically signed documents. And growth promises to increase at an even faster rate in 2005

and 2006. Following are tables that show the growth in Ingeo's reach from January of 2004 through January of 2005 and projections of growth in the near future.

Available Counties – January 2004

January 2004	
Maricopa, AZ	Cook, IL
Orange, CA	DuPage, IL
Riverside, CA	Fairfax, VA
San Bernardino, CA	Milwaukee, WI
San Mateo, CA	Racine, WI

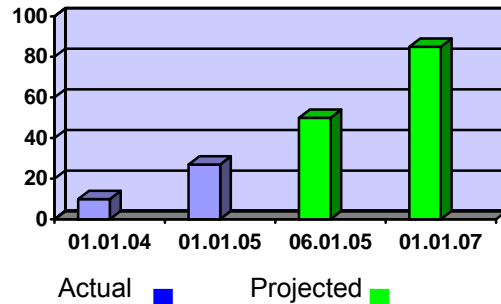
Available Counties – January 2005

January, 2005	
Maricopa, AZ	Washoe, NV
Orange, CA	Lancaster, PA
Riverside, CA	Philadelphia, PA
San Bernardino, CA	Tarrant, TX
San Mateo, CA	Salt Lake, UT
Bay, FL	Fairfax, VA
Broward, FL	King, WA
Orange, FL	Snohomish, WA
Polk, IA	Dane, WI
Cook, IL	Milwaukee, WI
DuPage, IL	Portage, WI
Boone, MO	Racine, WI
Douglas, NE	Washington, WI
Mecklenburg, NC	

Soon-to Be-Available Counties

Q2, 2005	
Denver, CO	Clay, MO
Duval, FL	St. Louis City, MO
Palm Beach, FL	Monmouth, NJ
McHenry, IL	Ocean, NJ
Sedgewick, KS	Union, NJ
Wyandotte, KS	Clark, NV
McComb, MI	Brown, WI
Oakland, MI	Chippewa, WI
Dakota, MN	Kenosha, WI
Hennepin, MN	Rock, WI
Lyon, MN	Waupaca, WI
Renville, MN	

Growth Rate of Ingeo's County Reach



Patent for Electronic Document Processing Awarded to Ingeo

Ingeo recently was awarded a patent for "Processing Electronic Documents with Embedded Digital Signatures" by the U.S. Patent Office. "Our patented process allows electronic documents that are digitally signed to be validated, processed and recorded using technology that can identify and process single or multiple digital signatures that are contained within signature storage blocks," said Karl Klessig, Ingeo's CEO.

He furthered explained that when an electronic document is received for recordation, in addition to the standard digital signature validation that occurs, instrument-specific validation checks are performed to ensure the format and data content are correct. The electronic document is endorsed by the recording system, including insertion of the proper endorsement data. Then, the document is digitally signed by the recorder, a receipt is created and digitally signed, and the document is imaged, indexed and returned.

The patent is the basis for Ingeo's Electronic Recording System, which is currently composed of two main products: ePrepare, used by document preparers and submitters, and eRecord, used by document recording jurisdictions, including county recorders, clerks and registers of deeds.

ABN AMRO Consumer Joins Ingeo's Long List of Submitting Customers

ABN AMRO, one of the world's largest banks, is using Ingeo's Electronic Document Recording System to prepare and submit to county recorders' several types of mortgage documents.

The addition of ABN AMRO Consumer to Ingeo's list of ePrepare customers represents a major expansion in the paperless recording of mortgage documents," said Karl Klessig, CEO of Ingeo. "Currently, six of the top 10 and 14 of the top 20 mortgage lenders in the U.S. are working with Ingeo on electronic recording or mortgage documents using ePrepare."

Jenny Cartee, First Vice President and Manager of Collateral Services Group at ABN AMRO Consumer, said that electronic recording of mortgage documents has resulted in great time and cost savings for the division. "Ingeo's technology also gives us the tremendous advantage of improving our customer service," she said.



Ingeo and Cott Systems Provide Cost Savings for County Officials

Ingeo and Cott Systems, a premier provider of complete, integrated solutions of process automation, data management and information sharing, recently announced a strategic alliance that streamlines and automates transaction-based processes associated with the electronic recording of land records.

The partnership enables county recording offices to accept electronically prepared digital mortgage documents for official recording. "Adding Ingeo's eRecord service to Cott's suite of offerings reduces the time expended by county staff in handling tens, hundreds and thousands of land record documents and the resulting cost savings will be substantial," said Gary Ross, President of Cott Systems.

The alliance combines Ingeo's eRecord service with Cott Systems' RESOLUTION software, a suite of products designed for country clerks, recorders, and other elected officials responsible for the filing of land records. "Ingeo's partnership with Cott Systems has proven to be invaluable to both companies," said Karl Klessig, Ingeo's CEO. "Using Ingeo's ePrepare/eRecord, Cott's RESOLUTION suite of products now allows county records to be received in a digital document, which is far more useful than a scanned or tiff image and incredibly faster than working with paper copies."

Ingeo's Integration Partners

**AlphaCorp
AmCad
Aptitude
Cott Systems**

**Eagle
Exigent
Fidelity
Fidlar**

**Hart
Manatron
NewVision
Rekon**

**SouthTech
Systems
TriMin
tylerworks.**

Ingeo Integrates with VMP for Warranted, Standardized Forms

Ingeo's Electronic Recording System will soon provide access electronically to the document forms library of VMP Mortgage Solutions, Inc., a Bankers Systems, Inc. company. Once in place, this library will enable Ingeo's electronic document submitters and recorders to prepare and process mainstream electronic document templates within its ePrepare and eRecord product lines. The library contains standardized forms that are compliant with the statutes for the major recording jurisdictions in the country.

There are several advantages resulting from the integration of these standardized forms:

- **Mitigation and reduction of risk** – The forms provider passes along its guarantee on the legal wording, offering certain kinds of insurance against non-compliance liabilities.
- **Standardized forms** – using a single vendor's library streamlines the process of activating the forms in the product and adds consistency to the documents produced by the system.
- **Extensive selection of forms** – A large and comprehensive library of forms meets the needs of the majority of recording jurisdictions.
- **Reduction of "time to market" for new submitters** – Standardizing the process for activating forms significantly reduces the time and preparation needed for submitting into new recording jurisdictions.
- **Extensibility** – Ingeo will work with VMP to add new form templates to meet the needs of customers and to ensure appropriate opportunities for submission are available in a timely manner.

Ingeo/Rekon Alliance Moves to New Level

Ingeo Systems and Rekon Technologies are moving to a new integration level of their technology products during the first quarter of 2005. "This deployment will provide a more secure delivery of documents and will allow digitized signatures in addition to the digital signatures that are currently handled," explained Karl Klessig, Ingeo's CEO.

For more than a year, Ingeo and Rekon have been working together to reduce costs and improve efficiencies in electronic document recording. Rekon makes lien release and assignment processing software that is used by most of the major loan servicers for preparation and tracking of mortgage documents. Ingeo offers secure electronic document recording solutions that enable the preparation, execution, management, validation, payment and recording of digital documents and transactions.

Integration of Ingeo's technology products with Rekon's has given Rekon customers direct access to electronic document recording, bringing increased value to the creation and submission of non-origination documents. With this new level of integration, Rekon expects that volumes of electronic documents recorded will greatly increase.

The integration of Ingeo's ePrepare solution with Rekon's technology allows existing Rekon clients to sign, notarize, prepare electronic payment, and submit digital documents to counties for official recordation. At each stage of the preparation and recording process, digital documents are able to move effortlessly between people for review and approval.

"Ingeo's partnership with Rekon has proven to be invaluable to both companies. Rekon's clients have caught the vision of electronic recording with this seamless solution in place," said Klessig. "We've made it very easy for them to save time and money by removing the paper from the recording process."

ePay System Provides Streamlined Payment Processing

Ingeo's ePay System is a start-to-finish solution that streamlines the payment process from submitters to counties.

Benefits include:

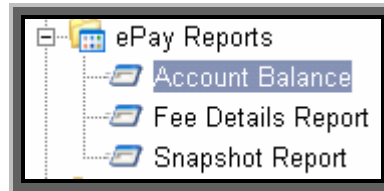
- Reduction in the number of money transfers in submitters' accounting departments
- Ability of counties to receive payments faster and more easily
- Web-accessible reports explaining amounts paid for specific transactions
- Daily notification of payment amounts via email

The main components are payment preparation and payment execution. The preparation service is used to receive pre-paid funds into an Ingeo escrow account in anticipation of daily activity for recording documents in the county recording systems. The execution service is used by Ingeo to settle on the newly recorded documents,

pay their associated fees, and notify the counties of the payment status.

Recent changes in the system affect the format of daily submitter emails and the Account Balance Report available on Ingeo's reporting website. This report now shows pending charges against an account in real-time. That amount is subtracted from the daily balance to show the amount of funds available for future document submissions.

To see the real-time status of the pending charges, log on to the website and view the Account Balance Report. Nightly pending charges are also shown in the submitter's snapshot report and the submitter's daily email message.



ePayment					
Account Balances					
Choose a Date Range or a Date					
<input checked="" type="radio"/> Range From	11/17/2004	To	11/30/2004		
<input type="radio"/> Date					
Get Balances					
Submitter Report					
Beginning Balance: 3,264.00			Ending Balance: 8,078.00		
Pending Balance: 31.00			Available Funds Balance: 8,047.00		
Date	Description	Withdrawals	Deposits	Balance	
11/17/2004	County Payment	-2,108.00	n/a	1,156.00	
11/18/2004	Payment for 11/15/04 ePay.	n/a	961.00	2,117.00	
11/18/2004	County Payment	-806.00	n/a	1,311.00	
11/22/2004	Payment for 11/16/04.	n/a	775.00	2,086.00	
11/22/2004	County Payment	-2,046.00	n/a	40.00	
11/23/2004	Payment for 11/17/04 ePay	n/a	2,108.00	2,148.00	
11/24/2004	Payment for 11/22/04 ePay.	n/a	2,046.00	4,194.00	
11/24/2004	County Payment	-465.00	n/a	3,729.00	
11/26/2004	Deposit on 11/26/04 to replenish escrow account.	n/a	5,000.00	8,729.00	
11/26/2004	County Payment	-1,054.00	n/a	7,675.00	
11/29/2004	County Payment	-372.00	n/a	7,303.00	
11/30/2004	Payment for 11/18/04 ePay.	n/a	806.00	8,109.00	
11/30/2004	County Payment	-31.00	n/a	8,078.00	

Ingeo Offers Trustee Services in Washington, Utah & California

Ingeo has provided another benefit for customers that results in even faster and more cost-effective processing of electronic mortgage documents.

“Washington State, Utah and California require a Trustee’s signature of the recording of electronic mortgage documents,” said Karl Klessig, CEO of Ingeo. “In the electronic world, the Trustee must take the electronic document, verify the signature and notarization, and then sign off. “

Multiple signers in Washington make this even more difficult but Ingeo’s Trustee Service bundle the capability as part of the electronic document recording solution.

The initial deployment is taking place in Washington and Utah with

California scheduled during the first quarter of 2005.

Ingeo can work directly with submitters’ Trustees to integrate the service or through its partner, Reconveyance Professionals Inc. RPI currently is qualified to act as Trustee for reconveyance purposes in Alaska, California, District of Columbia, Georgia, Maryland, Mississippi, Nevada, North Carolina, Tennessee, Texas, Washington and Utah, and is pursuing qualification in the remaining Deed of Trust states: Arizona, Idaho, Missouri, Nebraska, Oregon, Utah, Virginia and West Virginia.

Colorado also is a Deed of Trust state but utilizes a Public Trustee, and Ingeo offers a service that integrates with this requirement as well.

eRecording in Wisconsin

Ingeo’s Electronic Document Recording System dominates the market in Wisconsin. Our customer counties represent four of the state’s five largest.

Ingeo’s currently served counties

- Dane
- Milwaukee
- Portage
- Racine
- Washington

Ingeo’s soon-to-be served counties

- Chippewa
- Kenosha
- Rock
- Waupaca

Wisconsin’s total population is 5.4 million. The e-enabled population is 2.25 million.

Ingeo’s currently serves 36.5 percent of the e-enabled population and soon will serve 43.2 percent.

New Service from Ingeo

Ingeo recently launched Document Tracker, a new service designed for Ingeo’s support group to provide better service to ePrepare and eRecord customers.

“With Document Tracker, we can locate documents anywhere in the system to make sure they are moving smoothly through the process,” said Jana Goldstein, Ingeo’s Vice President of Operations. “This capability reduces delays and ensures that recording is timely and in compliance.”

