



Electronic Document Recording Solutions

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News in Brief

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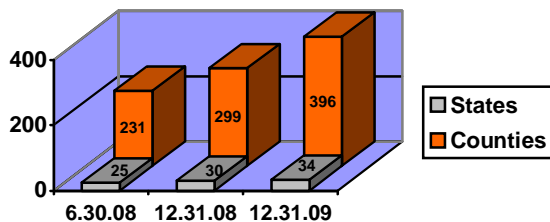
INGEO'S COUNTY COVERAGE EXPANDS TO REACH 231 COUNTIES IN 25 STATES & DC

Ingeo's rapid expansion into more counties across the country has resulted in a greater percentage of the U.S. population that is able to benefit from Ingeo's electronic document recording solution. With 231 counties in its network, Ingeo has exposure in the District of Columbia and 25 states.

Currently, the average percentage of Ingeo eRecording coverage in 25 states plus the District of Columbia is 37.51 percent of the population. The company is scheduled to go live in 68 more counties by the end of the year, expanding coverage into Delaware, Idaho, Indiana, Nebraska and Oregon. This will boost the average percentage of Ingeo eRecording coverage to 46.43 percent of the population in 30 states plus the District of Columbia.

In 2009, another 97 counties are scheduled in current states plus Alabama, Louisiana, New Mexico and New York. This will bring the average of Ingeo eRecording coverage to 50.55% of the population in 34 states plus the District of Columbia.

Ingeo eRecording Growth



INGEO'S COUNTY COVERAGE BY PERCENTAGE OF STATE POPULATION

State	Current	Year-end	Near Future
AL			14.89%
AZ	63.15%	83.66%	83.66%
AK	13.525%	22.55%	30.16%
CA	56.51%	58.74%	74.45%
CO	65.60%	77.48%	92.21%
DE		63.84%	63.84%
DC	100%	100%	100%
FL	43.62%	73.41%	78.04%
ID		23.25%	23.25%
IL	60.81%	70.05%	70.05%
IN		5.46%	43.20%
IA	91.27%	91.27%	97.12%
KS	22.72%	39.50%	43.35%
LA			14.47%
MA	23.08%	23.08%	37.71%
MI	22.34%	35.32%	60.09%
MN	16.48%	21.96%	24.33%
MO	9.17%	32.40%	47.40%
NE		27.34%	27.34%
NV	16.67%	86.70%	86.70%
NH	11.02%	11.02%	11.02%
NJ	55.17%	66.64%	93.30%
NM			0.22%
NY			0.77%
NC	18.64%	31.75%	39.22%
OH	2.10%	23.72%	46.37%
OK	16.32%	16.32%	16.32%
OR		9.89%	9.89%
PA	39.07%	51.88%	68.63%
TN	8.00%	40.50%	47.12%
TX	52.93%	52.93%	54.63%
UT	40.23%	40.23%	80.28%
VA	13.70%	23.73%	34.73%
WA	39.75%	52.48%	69.36%
WI	55.64%	57.74%	70.93%

INGEO PARTNERS WITH TECHNOLOGY COMPANIES TO REACH MORE COUNTIES

Ingeo is expanding its reach by partnering with more technology partners. Several are recent additions to Ingeo's list of alliances:

- **Business Information Systems (BIS)** has been a leader in providing government software since 1977 and serves more than 150 government entities. Ingeo and BIS currently are focused on counties in North Carolina and Tennessee, with future targets in Kentucky and Virginia.
- **Document Technology Systems (DTS)** is a software development company focused on the Land Records Management industry. Ingeo is working with DTS to bring on more counties in California, Kansas, Michigan, Nevada, Ohio, Pennsylvania, Tennessee and Virginia.
- **Landex/OSS** provides the foundation for managing government information in 27 counties in the East. Currently, Ingeo and Landex/OSS are focused on counties in New York and Pennsylvania.

- **RecordFusion** provides flexible records management and storage solutions for county government and commercial offices. Ingeo and RecordFusion are collaborating to bring e-recording to more counties in Michigan, New Mexico and Pennsylvania.
- **Saul's Creek Engineering** was founded in 1996 to offer recording solutions to country recorders. Ingeo and Saul's Creek are working together to expand Ingeo's network to more counties in Arizona and Colorado.
- **Sunrise Systems** is an end-to-end, full-service systems integration firm founded in 1990. Ingeo and Sunrise currently are focused on bringing e-recording to more counties in New Jersey.



INGEO TECHNOLOGY PARTNERS

ACS & ACS Exigent	Fidelity Information Services	Logan Systems	SIRE Technologies
AmCad	Fidlar Software	Manatron	SouthTech Systems
Aptitude Solutions	First American	Nationwide Title Clearing	Sunrise Systems
Business Information Systems	Hart InterCivic (Manatron)	NewVision Systems	TD Services
Communications Intelligence Corp.	Infinite Financial Group	Optical Storage Solutions	TriMin Systems
Cott Systems	Kuvera Enterprise Solutions	RecordFusion	Trustee Services, Inc.
Document Technology Systems	Kuvera Enterprise Solutions	Rekon Technologies	Tyler (Eagle) Technologies
DocX	Landata Systems	Saul's Creek	Visionet

Mark Oliphant, eMortgage Director for Fannie Mae, reported on the direction of eMortgages. In a recent article in cdb consultancy's *cdb://enews*, Volume 1, Issue 2, he wrote:

“Early last year, Fannie Mae released the results of a comprehensive industry-wide research initiative, “eMortgages: Research Finding on the State of Industry Adoption,” to assess the current and future state of electronic mortgages (eMortgages), predict adoption patterns over time, and catalog perceptions of value. At that time, we found eMortgage adoption to be growing slowly but steadily. Today, eMortgages are a reality for several lenders, and there is a solid pipeline of lenders in the planning and implementation stages.

“In our research the majority of the participants believe lenders to be the most influential drivers to broad adoption of eMortgages. Many technology vendors, title companies and closing agents indicated that they are ready to support the lenders in the planning, development and implementation of their eMortgage strategies. Lenders indicated the benefits of eMortgage to be:

- Shorter processing time
- Competitive advantage
- Reduced operational costs
- Faster funding
- Increased profit
- Improved secondary market price
- Improved data integrity

“Fully understanding the potential of these many benefits, our lender survey reported 44 percent of lenders expect their companies to implement eMortgages. Though difficult to predict, a critical mass of lenders would have eMortgage origination capabilities within three years. Seventy-two percent of lenders in our survey also indicated that they will implement eSignature technology, which analysts consider a leading indicator of market movement toward eMortgage adoption.

“In fact, this year represents a significant turning point in eMortgage adoption. The

MERS® eRegistry – the mortgage industry’s utility for lenders to register their electronic notes (eNotes) – saw monthly registrations rise eight fold from approximately 500 eNotes per month in December 2007 to a current rate of a little over 4,000 eNotes per month. We’ve also seen a spike in total registrations to approximately 18,000 eNotes in May of this year.

“Most recently lenders, and particularly mortgage servicers, have realized additional benefits in using eSigning capabilities in a secure environment for loan modifications and other workout types. In response to the current mortgage crisis, Fannie Mae has been working with our servicers on new loss mitigation techniques through our “Keys to Recovery” Initiatives. There are a number of avenues to borrower assistance within these initiatives including streamlined refinancing for “underwater” borrowers and keeping people in their homes through foreclosure prevention. Fannie Mae has seen an increase in demand for eSigning in the servicing arena, and we have been helping our servicers streamline the loan modification process for borrowers, servicers, and Fannie Mae. We expect the adoption of these technologies and processes for loss mitigation to have a positive impact on adoption on the origination side of our business.

“It is also worth noting that the Property Records Industry Association (PRIA) reports that electronic recording (eRecording) of mortgage-related documents is occurring in 27 states and the District of Columbia, with eRecordings up 25 percent in 2007 over the previous year. Lenders in our research perceived that eRecording is required for efficient business operations and is important for achieving the full value. This trend as reported by PRIA is another indicator toward broad eMortgage adoption.

“Fannie Mae believes that broad adoption could be in the not-so-distant future. The benefits are real and the current market indicators point in an upward direction...”

INGEO AVAILABLE COUNTIES

Maricopa, AZ	Duval, FL	St. Louis City, MO	Bexar, TX
Yavapai, AZ	Escambia, FL	Washoe, NV	Brazoria, TX
Pulaski, AR	Hillsborough, FL	Merrimack, NH	Collin, TX
Los Angeles, CA	Orange, FL	Atlantic, NJ	Dallas, TX
Orange, CA	Palm Beach, FL	Burlington, NJ	Denton, TX
Riverside, CA	Polk, FL	Camden, NJ	Harris, TX
San Bernardino, CA	Champaign, IL	Cape May, NJ	Hidalgo, TX
San Diego, CA	Cook, IL	Cumberland, NJ	Midland, TX
San Mateo, CA	DuPage, IL	Essex, NJ	Nueces, TX
Alamosa, CO	Kane, IL	Gloucester, NJ	Parker, TX
Arapahoe, CO	McHenry, IL	Monmouth, NJ	Tarrant, TX
Archuleta, CO	Rock Island, IL	Ocean, NJ	Webb, TX
Baca, CO	Winnebago, IL	Passaic, NJ	Wichita, TX
Bent, CO	Iowa Portal (94 counties)	Union, NJ	Salt Lake, UT
Boulder, CO	Sedgwick, KS	Durham, NC	Fairfax, VA
Conejos, CO	Wyandotte, KS	Guilford, NC	King, WA
Delta, CO	Middlesex North, MA	Mecklenburg, NC	Snohomish, WA
Denver, CO	Macomb, MI	New Hanover, NC	Brown, WI
Douglas, CO	Oakland, MI	Delaware, OH	Chippewa, WI
Eagle, CO	Ottawa, MI	Richland, OH	Columbia, WI
Gilpin, CO	Carver, MN	Tulsa, OK	Dane, WI
Jefferson, CO	Crow Wing, MN	Allegheny, PA	Eau Claire, WI
Kit Carson, CO	Hennepin, MN	Bucks, PA	Kenosha, WI
La Plata, CO	Martin, MN	Chester, PA	Milwaukee, WI
Larimer, CO	McLeod, MN	Lancaster, PA	Outagamie, WI
Mineral, CO	Morrison, MN	Luzerne, PA	Ozaukee, WI
Otero, CO	Pope, MN	Monroe, PA	Portage, WI
Pueblo, CO	Renville, MN	Philadelphia, PA	Racine, WI
Routt, CO	Scott, MN	Anderson, TN	Rock, WI
Weld, CO	Sherburne, MN	Franklin, TN	St. Croix, WI
Washington, DC	Wabasha, MN	Lawrence, TN	Washington, WI
Bay, FL	Wadena, MN	Sevier, TN	Waupaca, WI
Brevard, FL	Wright, MN	Union, TN	Winnebago, WI
Broward, FL	Boone, MO	Williamson, TN	
Clay, FL	Lincoln, MO	Wilson, TN	