



Electronic Document Recording Solutions

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News in Brief

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CUSTOMERS REAP MANY BENEFITS FROM IN GEO'S PRODUCT IMPROVEMENTS

As part of its continuous improvement program, Ingeo recently added performance enhancements in its infrastructure to increase capacity, strengthen security, and improve reliability. "We have moved to the most technologically advanced environment and now have the capacity to process more than 100,000 documents per day," said Karl Klessig, Ingeo's CEO. "The upgrades, additions and improvements to our systems bring our customers the highest levels of products and service in the industry."

ePrepare 2.0 Adds Features/Benefits

The newest version of Ingeo ePrepare® went live during the second week of December "Our ePrepare 2.0 website is built on Microsoft's latest tools and hosting processes," said Steve Benzie, head of Ingeo's technical development team. "We added features that improve accuracy and save customers time."

One new feature is auto-completion of data entry fields, which cuts down on typos and increases speed. Each user has a dictionary of terms that is brought up automatically – legal descriptions and company/human names are cached for use in subsequent entries. And there is automatic checking to limit indexing errors from handkey entries.

Ingeo's new ePrepare version also improves the responsiveness of return services. DataServices reports, which give the final status of a document, can be generated in real time or periodically, depending on customer requirements. *(Continued, page 3)*

INGEO STRENGTHENS SALES TEAM: ADDS NATIONAL/REGIONAL POSITIONS

Ingeo recently restructured its sales team to reflect its strong national focus. The new organization is headed by James P. DeGaetano, vice president of national sales and acting manager, regional sales/Midwest. It also includes Mark O'Connor as manager, regional sales/West and Greg Brown as manager, regional sales/East.

"As Ingeo continues to expand its market reach across the country, we have realigned our sales team to reflect our national strategy," said Karl Klessig, Ingeo's CEO. "Jim, Mark and Greg bring a wealth of skills and experience to Ingeo and we are confident that their efforts will help the company achieve our expansion goals for 2007 and beyond."

Before joining Ingeo at the first of the year, Jim DeGaetano served in the mortgage banking industry with IndyMac and



Countrywide developing, managing and growing correspondent lending relationships with mortgage lenders, while setting revenue targets and managing price margins.

(Continued, page 2)

MORTGAGE BANKERS REPORT ON ADVECTIS TREND SURVEY ON PAPERLESS MORTGAGES

In a recent article, the Mortgage Bankers Association reported on the third annual *Path to Paperless* survey sponsored by Advectis Inc. of Alpharetta, Ga. "The survey asked mortgage industry executives for their opinions on trends in paperless mortgage loan processing, including plans to implement paperless solutions, key requirements of paperless technology and desired benefits..."

When asked about key attributes of evaluating mortgage technology, the report stated, "70% responded that it is very important that the technology integrates with existing systems; nearly 65% said a Web-based solution is 'very important' to have. More than 55% of respondents said it is very important for the technology to enable collaboration with other mortgage players, and the same percentage said the solution should work during the entire loan processing lifecycle. More than half surveyed, 53%, said it is very important that the solution incorporate industry standards, such as data standards from MISMO..."

"Nearly 80% of industry executives said paperless mortgages decrease processing costs per loan and 75% said they reduce turnaround and processing time per loan. Nearly 70% said paperless processes offer better service and 73% said they decrease overall costs of the entire loan lifecycle."



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INGEO SALES TEAM (FROM PAGE 1)

Prior to this experience, he held positions as Vice President/National Accounts Manager and Vice President/Great Lake Regional Sales Manager with Triad Guaranty. Earlier in his career, DeGaetano worked at Fannie Mae for 14 years in sales and marketing where he managed business relationships with some of Fannie Mae's largest Midwest seller/servicers. He holds a BS degree from the University of Iowa in both Marketing and Finance and has completed work toward his MBA at DePaul University in Chicago.

Mark O'Connor has more than 20 years of sales, marketing and account management experience for large and small technology companies. Prior to joining Ingeo, he was Strategic Alliance Manager for LANDesk Software, formerly a division of Intel. O'Connor began his career in account sales with IBM and moved to Xerox/Printing Systems Division. He was Regional Sales Manager at Omnidata International, Strategic Alliance Program Manager for DecisionOne Corp., Strategic Sourcing Manager for AlphaGraphics Inc., and E/Solutions Sales Manager for Sprint E/Solutions. He earned a BA in Business Administration and Psychology (cum laude) at Carthage College.

Greg Brown has more than 15 years' experience in technical and sales positions in the software industry. Prior to joining Ingeo, he had his own company, consulting on contract sales and real estate investing. Prior to that, he held account executive positions at Novastar Mortgage Corp., Bayrock Mortgage Corp. and LHS Communications. Brown also served as a regional account manager at Excelon and Commtech Corporation. Earlier, he worked at Honeywell Network Services and Knowledgeware Corporation. Brown holds a BS in Industrial Management from the University of Tennessee.

"This team promises to take Ingeo to the next level of growth in the electronic document industry," Klessig said. "Our focus is to bring the benefits of our electronic document recording solution to more counties and submitters nationwide each month."

INGEO PRODUCT IMPROVEMENTS (FROM PG 1)

This process is configured specifically for each customer and is currently in the deployment phase. Security also has been improved to ensure data protection on the ePrepare website. Access to submitter documents has been restructured with additional checks, providing even greater security.

eRecord 3.2 Offers Enhanced Service

Ingeo recently completed the re-architecture of its recordation software, Ingeo eRecord®, providing even more benefits and enhanced service for customers. “The upgrade increases our responsiveness to our counties,” Klessig said. “It includes SmartClient support for closing document binders and for multiple document packets.” eRecord 3.2 greatly increases the scalability of the recordation software on Ingeo’s existing platform. Phase-in of the upgraded recordation software began during Q4, 2006.

Multiple-tier Architecture for Hubs Adds Capacity, Breadth and Redundancy

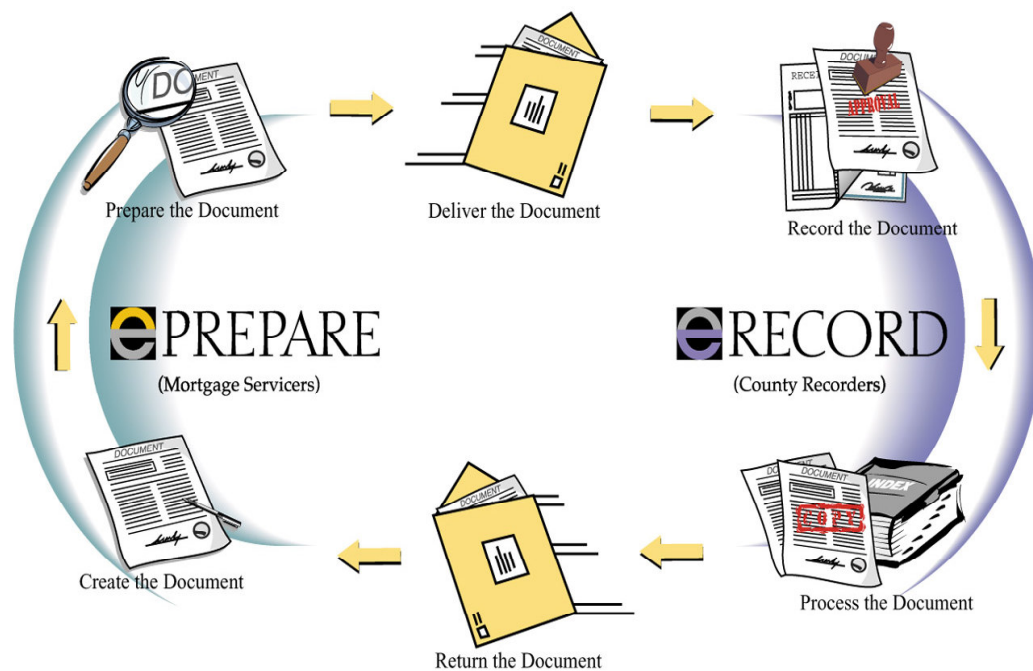
Ingeo recently expanded the architecture of its hubs to provide fail-over protection,

process redundancy and load balancing. “Our second hub is a clone of the first,” Benzie said, “except it has more than double the capacity.” The new hardware is a superset and handles all new workflows, including binders and multiple document packets. These document distribution hubs position Ingeo to provide outstanding service to mega-submiters and ensures uninterrupted continuation of business.

DataServices Provides Security, Scalability, Greater Capacities

The Upgrade of Ingeo’s DataServices resulted in increased security, better scalability and faster orders of magnitude, depending on the type of document being ingested.

“We acquired a new host of equipment,” Benzie said. “We added the next generation of firewalls for protection and reworked our submission process to scale up to much higher capacities, improving our ability to service large volumes of documents.” This improved capability allows Ingeo to offer better service to existing customers and positions the company as the preferred provider for mega-submiters.



INGEO AVAILABLE COUNTIES

Maricopa, AZ	DuPage, IL	Dallas, TX
Yavapai, AZ	Rock Island, IL	Tarrant, TX
Los Angeles, CA	Polk, IA	Salt Lake, UT
Orange, CA	Sedgwick, KS	Fairfax, VA
Riverside, CA	Wyandotte, KS	King, WA
San Bernardino, CA	Martin, MN	Snohomish, WA
San Diego, CA	Renville, MN	Brown, WI
San Mateo, CA	Wabasha, MN	Chippewa, WI
Delta, CO	Boone, MO	Columbia, WI
Denver, CO	St. Louis City, MO	Dane, WI
Eagle, CO	Washoe, NV	Eau Claire, WI
Routt, CO	Monmouth, NJ	Kenosha, WI
Bay, FL	Ocean, NJ	Milwaukee, WI
Brevard, FL	Passaic, NJ	Ozaukee, WI
Broward, FL	Union, NJ	Portage, WI
Duval, FL	Durham, NC	Racine, WI
Hillsborough, FL	Mecklenburg, NC	Rock, WI
Orange, FL	New Hanover, NC	St. Croix, WI
Palm Beach, FL	Lancaster, PA	Washington, WI
Polk, FL	Philadelphia, PA	Waupaca, WI
Champaign, IL	Bexar, TX	Winnebago, WI
Cook, IL	Collin, TX	

INGEO PARTNERS

ACS	Landata
AmCad	Logan Systems
Aptitude	Manatron
CIC	New Vision
Cott Systems	Rekon
Exigent	RPI
Fidelity	SIRE Technologies
Fidlar	SouthTech Solutions
First American	TD Services
Global 360	TriMin
Hart InterCivic	TylerWorks/Eagle