



Electronic Document Recording Solutions

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News in Brief

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Ingeo Systems, Inc.

1300 North 200 East, Suite 118

Logan, UT 84341

Telephone: 435-755-9837 * www.ingeo.com

INGEO MORE THAN DOUBLES TRANSACTION VOLUMES FROM Q4 2008 TO Q1 2009

Despite the economic downturn and dismal reports in the housing market, Ingeo finished the first quarter of 2009 with extraordinary numbers. The total of transactions recorded by the company in the first three months of this year were 209% of the total recorded during the last quarter of 2008. "We're very pleased with our performance during the first three months of this year," said Karl Klessig, Ingeo's CEO. "We had a drop in volumes during the fourth quarter, which was expected given market projections and industry forecasts. But we redoubled our efforts to meet and exceed our targets in the new year."

The company's determination to deliver outstanding results has paid off. "We have seen our daily volume rate rise substantially month by month during this quarter," Klessig said. "Our growth from January to February was more than 166% and the March numbers are 193% of the January figures."

The company also expanded its county network during the first quarter, building from 261 counties at the end of the year to 276 at the end of this first quarter. "We have eight more counties scheduled to go live in the next 30 days and another 20 by the end of the second quarter," Klessig explained.

"We've also increased the number of partners we integrate with," Klessig explained, "growing to 30 technology partners on the county side and 24 business partners on the submitter side." All of these factors contribute to Ingeo's fast-paced growth and the company's leadership position in the industry.

INGEO RECORDS FIRST ELECTRONIC DOCUMENT IN MIAMI-DADE COUNTY

Ingeo recently processed the first electronic mortgage document in the history of Miami-Dade County, Florida. This is the most populated county in Florida with nearly 2-1/2 million people, according to U.S. Census Department estimates for 2008.

"Ingeo now has its electronic document recording solution in eight of the ten most populated counties in Florida, covering nearly 58% of the state's population," said Karl Klessig, Ingeo's CEO. "Currently, we have a total of 11 Florida counties in our network with nine more scheduled for the near future. This means that soon more than 78% of Florida's population will benefit from the speed, efficiency and cost savings of Ingeo's e-recording system."



First American Equity Loan Services was the first to send an electronic mortgage document to Miami-Dade County. "We're happy to be the first to submit into this important, highly populated county," said Karl Trottnow, E-Recording Development Manager for First American Equity Loan Services. "First American is committed to expanding e-recording nationwide and this addition of Miami-Dade County will benefit many people." The Miami-Dade County Clerk's office also is pleased with the technological advances provided by Ingeo's technology. The new efficiency in operations will result in great savings in both time and costs.

INGEO DOUBLES WESTERN SALES TEAM: PROMISES MORE E-RECORDING GROWTH

Ingeo recently expanded its resources to include two new people on the sales team as Western Regional Sales Manager and Western Region Sales Representative.

“We are delighted to strengthen and expand our sales force as we continue the rapid growth of our e-recording network,” said Jim DeGaetano, Ingeo’s Vice President of Sales. “Our new team members bring experience and talent to our sales group and we are confident that they will deliver great results in increasing our counties, submitters and partners in the Western Region.”

The new team members will concentrate on expanding Ingeo’s county network, which, with 276 counties in 27 states, is far larger than that of any other electronic document recording provider in the industry. Ingeo also covers more high-population counties with seven of the top 10 and 10 of the top 15 in the country currently. Plus the company has an aggressive strategy to concentrate on more of these populous counties going forward.

Ingeo also is expanding its submitters network. The new team members will focus on bringing aboard more national, regional and local lending institutions plus credit unions, title companies and mortgage firms. In addition, the expansion strategy includes working with more and more business partners on the submitting side. Currently, Ingeo works with 18 submitting partners and has plans to double that number by year-end.



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INGEO AND RECORDFUSION ANNOUNCE NEW INTEGRATION PARTNERSHIP

Ingeo has formed an integration partnership with RecordFusion, a provider of end-to-end document management solutions with headquarters in New Castle, Pennsylvania. This alliance promises to increase Ingeo’s county footprint in Pennsylvania, New Mexico, Colorado, Michigan and New Jersey.

“In RecordFusion counties, Ingeo supplies the submission and management side of the electronic document recording process,” said Karl Klessig, Ingeo’s CEO. “But in most other venues, we provide a total services solution.” Ingeo’s ability to integrate and adapt to almost any electronic recording configuration and requirement is a unique capability that has allowed Ingeo to rapidly expand electronic recording to more jurisdictions.



Bill Welge, President of Record Fusion, said, “E-recording benefits everyone, and in partnering with Ingeo, we will expand the volume of e-recordings within our customer base, allowing additional options for our county customers and their submitters.”

Currently Ingeo has 276 counties in its network. The company works with nearly all the major county recording system vendors, and now has 30 technology partners. Ingeo also services a majority of the national submitters, including nine of the top ten and the majority of the top 30 lending institutions in the U.S. This is in addition to regional and local submitters.

Ingeo’s Electronic Document Recording System reduces processing time and costs while improving data accuracy. In any given month Ingeo processes more documents than all other recording organizations combined.

INGEO E-RECORDING EARNS PRAISE FROM COUNTY RECORDERS ACROSS THE NATION

“Our partnership with Ingeo is the first step on a long road to eliminating paper from the recording process. We view this as a tremendous opportunity, given the fact that our recording rates per year are now running near 1.7 million documents.”

*Eugene “Gene” Moore
Cook County Illinois Recorder*

“Hillsborough has implemented many changes in order to reduce costs. The biggest cost savings is e-recording. E-recording eliminates the many steps required with paper records, allowing us to service our customers better and faster.”

*JoAnn Costantini, Director, Official Records
Hillsborough County Florida*

“With our current rate of growth, the only way for us to maintain our high level of customer service is through automation. The addition of electronic recording to our office is a natural outgrowth of our ongoing efforts to remain a national leader in recording efficiency. . . We are still feeling our way along this electronic recording pathway. However, we can already see the benefits as we watch documents make their way through the automated system in seconds, with almost no effort on our part.”

*Helen Purcell
Maricopa County Arizona Recorder*

“With Ingeo’s technology, we are eliminating paper from the recording process, improving customer service and posting significant savings in both time and money... This truly is the cutting edge for processing land records and will be used across the nation by counties and major submitters in the near future... My office is committed to continuous improvement in our systems and we are very pleased to have found this new document-processing solution with the vendor, Ingeo Systems.”

*Joanne Rajoppi
Union County New Jersey County Clerk*

“With this new system, financial institutions can submit certain real estate documents to Orange County and receive notice of the filing in seconds. With the old, manual system, the review and filing process took days.”

*Carol Foglesong, Orange County Florida
Recorder of Deeds*

“My office is committed to outstanding customer service as well as continuous improvement of the recording process. With the automation of the paper process, we have seen major gains in both areas. It’s an important step forward.”

*Larry Walker, Recorder
San Bernardino County California*

“We are very pleased that our customers can now submit mortgage satisfactions electronically. My office receives about 200,000 documents a year. We’re trying to remove the paper from the recording process.”

*John La Fave, Register of Deeds
Milwaukee County Wisconsin*

“Integration of Ingeo’s system with our databases provides a new level of efficiency and convenience...Initiating electronic recording has the potential to automate 20% of our existing workload. The addition of electronic recording will be the most cost-effective progress ever made in this office.”

*Steve McDonald, Recorder of Deeds
Lancaster County Pennsylvania*

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INGEO TECHNOLOGY PARTNERS

ACS	Fidlar Software	RecordFusion
AmCad	Hart InterCivic (Manatron)	Rekon Technologies
Aptitude Solutions	Helion Software	SafeDocs
BROWNtech	Kuvera Enterprise Solutions	Saul's Creek
Business Information Systems (BIS)	Landata Systems	Singer Software
Communications Intelligence Corp. (CIC)	Logan Systems	SIRE Technologies
Connor & Connor	NETdata	SouthTech Systems
Cott Systems	NewVision Systems	Sunrise Systems
Document Technology Systems (DTS)	Optical Storage Solutions (OSS)/ Landex	TriMin Systems
Exigent Technologies (ACS)	Optimal Asset	Tyler (Eagle) Technologies

INGEO BUSINESS PARTNERS

American Title, Inc.	First American Title	Orion Financial Group
Docx	Lenders Service, Inc.	Pierson Patterson
Fidelity National Information Services	Loan Care Servicing Center	ServiceLink
Fidelity National Financial	LPS Default and Title	TD Service
Financial Dimensions	MDA Lending Solutions	Trustee Services
First American Document Solutions	Morris-Griffin	UPF Services
First American Equity Loan Services	Nationwide Title Clearing	Visionet Systems
First American Reconveyance Services	Optimal Asset	Worldwide Recording

INGEO AVAILABLE COUNTIES

Apache, AZ	San Juan, CO	Martin, MN	Clark, OH	Hays, TX
Graham, AZ	San Miguel, CO	McLeod, MN	Delaware, OH	Hidalgo, TX
Greenlee, AZ	Weld, CO	Morrison, MN	Richland, OH	Midland, TX
Maricopa, AZ	Washington, DC	Pope, MN	Tulsa, OK	Nueces, TX
Navajo, AZ	Bay, FL	Renville, MN	Allegheny, PA	Parker, TX
Yavapai, AZ	Brevard, FL	Scott, MN	Bradford, PA	Scurry, TX
Pulaski, AR	Broward, FL	Sherburne, MN	Bucks, PA	Tarrant, TX
Los Angeles, CA	Clay, FL	Wabasha, MN	Lancaster, PA	Taylor, TX
Orange, CA	Duval, FL	Wadena, MN	Lebanon, PA	Travis, TX
Riverside, CA	Escambia, FL	Wright, MN	Luzerne, PA	Webb, TX
San Bernardino, CA	Hillsborough, FL	Boone, MO	Monroe, PA	Wichita, TX
San Diego, CA	Miami-Dade, FL	Lincoln, MO	Montgomery, PA	Salt Lake, UT
San Mateo, CA	Orange, FL	St. Louis City, MO	Northampton, PA	Fairfax, VA
Alamosa, CO	Palm Beach, FL	Washoe, NV	Perry, PA	Prince William, VA
Arapahoe, CO	Polk, FL	Merrimack, NH	Philadelphia, PA	Franklin, WA
Baca, CO	Champaign, IL	Atlantic, NJ	Tioga, PA	King, WA
Bent, CO	Cook, IL	Burlington, NJ	Anderson, TN	Pierce, WA
Boulder, CO	DuPage, IL	Camden, NJ	Franklin, TN	Snohomish, WA
Cheyenne, CO	Kane, IL	Cape May, NJ	Greene, TN	Yakima, WA
Conejos, CO	McHenry, IL	Cumberland, NJ	Lawrence, TN	Brown, WI
Delta, CO	Rock Island, IL	Essex, NJ	Sevier, TN	Chippewa, WI
Denver, CO	Winnebago, IL	Gloucester, NJ	Shelby, TN	Columbia, WI
Douglas, CO	Allen, IN	Mercer, NJ	Union, TN	Dane, WI
Eagle, CO	Iowa (96 counties)	Monmouth, NJ	Van Buren, TN	Eau Claire, WI
Gilpin, CO	Sedgwick, KS	Morris, NJ	Washington, TN	Kenosha, WI
Huerfano, CO	Wyandotte, KS	Ocean, NJ	Williamson, TN	La Crosse, WI
Jefferson, CO	Hampden, MA	Passaic, NJ	Wilson, TN	Milwaukee, WI
Kiowa, CO	Middlesex North, MA	Sussex, NJ	Bell, TX	Outagamie, WI
La Plata, CO	Macomb, MI	Union, NJ	Bexar, TX	Ozaukee, WI
Larimer, CO	Oakland, MI	Davidson, NC	Brazoria, TX	Portage, WI
Lincoln, CO	Ottawa, MI	Durham, NC	Cameron, TX	Racine, WI
Mineral, CO	Blue Earth, MN	Guilford, NC	Collin, TX	Rock, WI
Otero, CO	Carver, MN	Johnston, NC	Dallas, TX	Sheboygan
Pueblo, CO	Clay, MN	Mecklenburg, NC	Denton, TX	St. Croix, WI
Routt, CO	Crow Wing, MN	New Hanover, NC	Ft. Bend, TX	Washington, WI
Saguache, CO	Dakota, MN	Wake, NC	Grayson, TX	Waupaca, WI
			Harris, TX	Winnebago, WI