



TT Lender Solutions Selects *TCL*, ISGN's Construction Lending Technology, to Manage Its Construction Management Services

Enabling its continued growth in construction loan management is a top priority for TT Lender Solutions as it turns to TCL

BENSALEM, PA — July 27, 2009 — ISGN, a leading provider of end-to-end technology solutions and services to the U.S. mortgage industry, announces that TT Lender Solutions, the industry's leading construction management firm that provides lenders with rapid and profitable recovery solutions, has selected The Construction Lender™ (TCL™) software system as the technology foundation for its construction lending management services. TCL is a full-cycle construction lending solution that's used by 10 of the top 15 lenders and 25 percent of the leading U.S. mortgage servicers.

TT Lender Solutions has already achieved unprecedented growth as a third-party construction loan administrator and default management service provider. The company anticipates further expansion as mortgage servicers increasingly become aware of their need to partner with an industry-leading provider like TT Lender Solutions to maximize the profitability of their construction loan portfolios.

"Today's market presents a huge opportunity for us to help lenders analyze their current construction portfolios, profitably manage the completion of their unfinished projects and reduce losses on their non-performing loans," says Tim Landwehr, national sales manager for TT Lender Solutions. "In order for us to realize our full potential in that market we need a technology system that's flexible, powerful and robust enough to keep up with rapidly expanding demand, while also allowing us to maintain our own business goals. With ISGN's TCL we're confident we'll be able to accomplish both objectives with ease and in a cost-effective manner."

Managing residential and commercial construction loans requires more intensive servicing than managing traditional residential mortgages. For example, lenders must meet specific requirements to ensure that the percentage of loans completed and ratio of the funds disbursed are proportionate, and since construction loans are also managed on-site and the security of the loan is the building itself, lenders must be able to carefully monitor the loan through all of its stages.

TCL helps lenders accomplish these requirements and more, with an automated management solution that's custom designed for the construction lending segment. With TCL, lenders can easily, economically and effectively manage each construction loan from acquisition through



development and construction. TCL is the industry's leading construction lending solution for servicing residential and commercial loans in the country, and is used by 70 percent of the top 10 lenders to automate and simplify the entire construction servicing transaction process, including construction to permanent loans, builder lines, A&D loans, master/sub loans, lot loans, 203k loans, as well as borrowing base and tiered pricing loans. TCL is fully integratable, and simplifies the administration of construction loans by giving lenders an easy and economical way to manage relationships with service providers, automate property inspections via the web, and reduce call center workload.

"Managing a construction loan portfolio is a new ballgame in today's credit environment," Landwehr says. "The expertise and time required to analyze and then execute the best cure for stalled or abandoned construction projects is not something that many banks are equipped to efficiently manage. Bankers need a partner they can trust to fully understand the unique complexities that they face, and then craft the most cost- and time-efficient solution. We are committed to providing clients with proven solutions to these types of challenges that deliver bottom line value; our implementation of the TCL platform is an important enabler of that strategy."

"Underperforming construction loans are becoming more prevalent in the industry, and lenders are realizing that they need a way to effectively manage this segment if they're going to protect the overall health of their businesses," says Reggie Swiney, president of the mortgage products at ISGN. "At ISGN, we're committed to not only providing the industry with the solutions they currently need, but also looking forward to offer solutions that will address potential issues months and years down the road. By constantly enhancing our systems and providing lenders with the out-of-the-box functionality they need to successfully manage their lending operations, we're taking an active role in empowering lenders to prosper, even in rapidly changing markets."

About ISGN

ISGN Corporation is the leading global technology solutions company positioned to transform the mortgage lending space by providing an end-to-end spectrum of technology products, services and onDemand solutions. With a customer base of over 600 lenders across the United States, including some of the world's leading banks, ISGN provides complete technology and technology-enabled solutions that deliver value, improve customer satisfaction and have a measurable bottom-line impact. ISGN is backed by the following investors: The K.K.Birla Group, NEA and NEAIUV. For more information, please visit www.ISGN.com.



About TT Lender Solutions

TT Lender Solutions is a national construction loan management firm providing lenders with rapid and profitable recovery solutions through its expert loss mitigation, distressed portfolio services, default and REO services and integration with national title services. Its seasoned professional staff has helped lenders turn more than \$1 billion in nonperforming, stalled or defaulted projected into positive cash flow. TTLenderSolutions.com

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