

# Optimus

## Mortgage administration and servicing system

Optimus is Marlborough Stirling Canada's solution for administering mortgages from release of funds through to discharge. Optimus manages both residential and commercial mortgages, and through configuration can be tailored to manage additional types of secured lending arrangements. Optimus has a proven track record of providing reliable mortgage administration, renewal, securitization and property tax processing support to a number of financial institutions in Canada and the UK.

In addition to standard license pricing, Optimus is available through an Application Service Provision (ASP) transaction-based pricing model. This allows financial institutions of all sizes to access the functional and operational benefits of Optimus, while enabling new market entrants to minimize start up risks and quickly take advantage of Optimus functionality without incurring major costs for hardware, software and in-house IT personnel.

Optimus provides a great degree of flexibility in servicing mortgage products while maintaining a high standard of financial and audit control.

### Highlights include:

- real-time access and update of financial and non-financial activity
- daily application of payments and calculation of interest and balances
- full backdating and postdating support, with automatic recalculations
- over 75 formats of detailed management, regulatory and investor reports, with user-defined selection and formatting options
- electronic payment capability, with online update and multiple bank account facilities and support for automated EFT return processing
- complete financial and non-financial audit trails
- online calculators for rates, term changes and over/under payment scenarios
- full multilingual support on screens, reports and data extracts
- table driven flexibility - externalized configuration values enable quick customization, rapid product launches and support for unique business requirements



Optimus is highly scalable - portfolio sizes are limited only by the size of the hardware. Current client portfolios range in size from just over 1,000 loans to over 500,000 all using the same server platform and the same basic Optimus application software. The number of concurrent users can range from one to over 10,000.

Standard interfaces include EFT to several banks, which can be run on a user-defined frequency, and General Ledger interface programs that are designed according to each client's specifications.

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In addition to its robust core mortgage administration functionality, Optimus offers additional benefits through the following optional subsystems.

## Renewal management

Optimus can improve customer retention through the following functions:

- portfolio analysis for qualification and rate determination
- offer preparation and generation
- automated production of renewal correspondence
- customization of customer renewal offerings
- automatic application of new terms at loan maturity
- portfolio segmentation to target rates and fees to specific groups

## Securitization

Optimus provides securitization functions that can significantly reduce manual processing of the following activities:

- pool modeling and assembly
- pool issue and analysis
- ongoing pool administration and reporting

- sales, transfers, liquidations and substitutions
- regulatory reporting for CMHC pool types

## Tax management

Optimus supports tax collection and remittance to user-defined tax authorities such as municipalities and school boards, which can benefit administrators by:

- automating the tax management process and reducing staff requirements during peak periods
- providing an opportunity to invest the float generated through efficient collection and remittance, while eliminating costly penalties
- supporting discounts and multiple payment and remittance methods
- reducing errors through online balancing and user-defined edits
- supporting electronic tax media input from municipalities and return of processed information
- using automatic adjustments to ensure tax collections are sufficient for the following year
- providing exception handling and document generation capabilities

## About Marlborough Stirling Canada

Marlborough Stirling Canada is a technology provider for mortgage originators and administrators, offering a complete range of hosted and licensed software implementations capable of achieving seamless straight through processing of mortgage business from initial customer inquiry to final loan discharge.

Marlborough Stirling Canada is a wholly-owned subsidiary of Vertex Financial Services. Vertex is an international business process outsourcer with particular expertise in customer management. Vertex develops and implements a range of service solutions including transformational outsourcing, combining its skills in consulting, technology and outsourced service provision to stimulate and facilitate business change and flexibility. Vertex works in partnership with clients in the UK commercial, financial services, utility and public sectors, as well as the North American utility sector, to deliver operational and customer service excellence.