

## **MindBox and GMAC Mortgage Deploy EnGenious Mortgage System**

*Automated Mortgage Lending System Uses Sophisticated MindBox  
Technology To Provide Customer Relationship Optimized Mortgage Lending*

**Greenbrae, CA., January 7, 2002** — MindBox™, the leader in providing intelligent automation to the mortgage lending process, has completed development of a state-of-the-art mortgage lending system for GMAC Mortgage, an industry leader.

The lending system called EnGenious<sup>SM</sup>, uses MindBox's sophisticated ARTEnterprise™ technology to fully automate underwriting, product qualification, product pricing and exception handling for all of GMAC Mortgage's products. When the system is fully implemented, GMAC Mortgage will be able to offer its customers a more individually-tailored mortgage lending experience. For example, with EnGenious, a customer will be able to receive personalized responses during the mortgage lending application procedure that will not only offer customer-specific assistance and responses, but also accelerate the entire process.

"We are very pleased with the time-to-market for the first phase implementation of this system, and are expecting to see positive results in an equally short time period for full implementation," says Barry Bier, chief operating officer of GMAC Mortgage. "With EnGenious, we will be able to tailor mortgage offerings to the needs of individual clients, making the end result better for the customer and for GMAC Mortgage. MindBox has the technology to bring this level of automated decisioning to the complex mortgage process."

Full implementation of EnGenious will include components that perform the following functions:

- ✓ Determine the qualified products and associated price for the customer
- ✓ Provide a deal-structuring mechanism that will select and configure the best product alternatives based on a set of user preferences
- ✓ Underwrite the loan application – apply eligibility and credit policies rules
- ✓ Apply product or loan exceptions with the appropriate price adjustments to an application based on a customer's compensating factors
- ✓ Generate a Findings Report that will contain an underwriting analysis and a set of explanations detailing the reasoning and policies used in underwriting the loan
- ✓ Generate a list of verification/stipulation documents (income, employment, mortgage, appraisal, title etc.) that are required to close the loan

- ✓ Provide the ability to analyze products and prices for competitive, historical and risk-based pricing purposes

"We are excited about the success of our partnership with GMAC Mortgage," said Richard Barfus, CEO and president of MindBox. "The combination of our sophisticated technology and GMAC Mortgage's innovative business practices and approach to customer service has made EnGenious a truly ground-breaking system for the mortgage industry."

**About MindBox, Inc.**

Based in Greenbrae, California, MindBox, Inc. is a technology company that helps financial services companies gain a competitive edge by intelligently automating their complex business and decision processes. The company develops and markets innovative software and consulting solutions that leverage industry and internal best practices to deliver multi-channel, intelligent solutions designed to optimize client interactions. For more information, please visit MindBox's Web at [www.mindbox.com](http://www.mindbox.com) or call (877) 650-MIND (6463).

**About GMAC**

GMAC Mortgage Corporation, headquartered in Horsham, Pa., originates first and second lien residential mortgage loans through a nationwide network of retail offices, direct lending centers and Internet sites under the brands [gmacmortgage.com](http://gmacmortgage.com) and [ditech.com](http://ditech.com). GMAC Mortgage originated an excess of \$45 billion in mortgages in 2001. The company services loans for more than 2 million customers throughout the nation.

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