



# Exploring the Changes Landscape of ExactBid and the Financial Technology Industry

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# A Year in Review with ExactBid

## Spectrum Equity

- December 2014
- Created significant opportunity to expand company and product.
- Increased staffing by more than 20%.

## New Leadership

- New CEO, Matt Cotter, to lead ExactBid into the next phase of innovation.
- New leadership team with specific focus on development and support.
- Positioning ExactBid for a successful future in the Financial Technology Industry.

## Narrative1

- June 2015
- Providing the commercial lending industry with the most comprehensive solution for commercial real estate and appraisal management.
- Allows ExactBid to be involved in all steps of the commercial appraisal process.

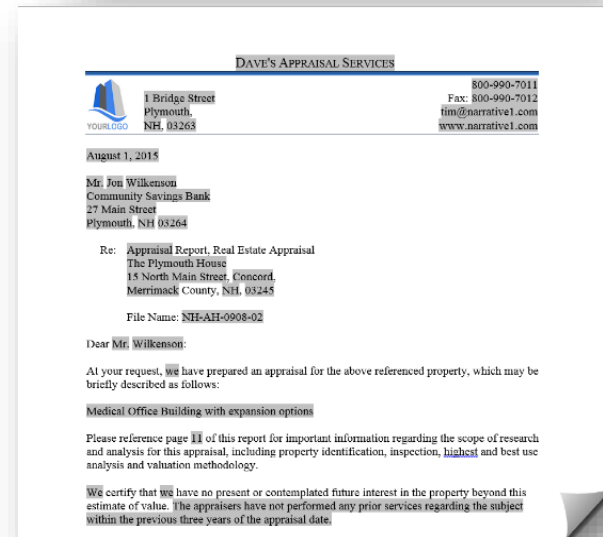
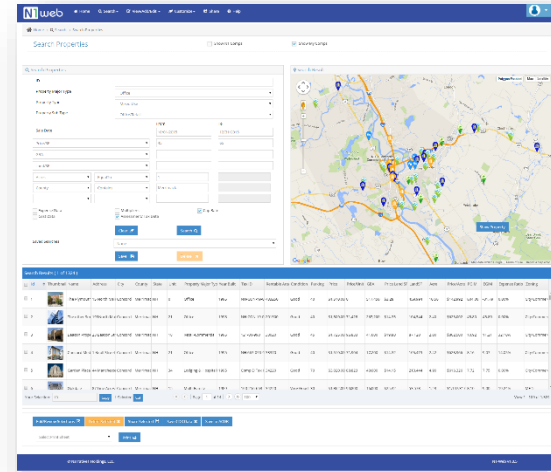
# 5 Things to Know About Narrative1

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1. Commercial appraisal software. Database, Analytics and Report Generation.
2. Investing heavily in data standards; building out our application to AICD standards.
3. Promoting consistency of data and facilitating data sharing.
4. Developing and promoting Short Format appraisals.
5. Building on-line tools for appraisal review and analysis of aggregate appraisal data.

# What's new with Narrative1?

- New N1-Web build launched!
  - Configurable by property type and user
  - Efficient searching, sorting, slicing & dicing data!
  - Data sharing and collaboration tools
  - Analytics and reporting
  - Job management tools
- N1 short format templates
  - More efficient appraisal product
  - Less expensive and easy to review
  - Suitable for non-complex analyses



# What's new with RIMS?

- New version, RIMS8, launched and available!
- 30% of our customers migrated
- Simplified user experience
  - Consolidated views
  - Visually intuitive
  - Enhanced searching
  - Page specific help system
- Enhanced Features
  - User customizable interface
  - Easy 3<sup>rd</sup> party integration
  - Advanced reporting

The screenshot shows the 'Service Request Form' in the DemoBank system. The form is titled 'Service Request Form' and includes a sub-header 'Use this page to create a new Service Request'. It features several sections: 'Date / Priority' with fields for 'Desired Delivery Date' and 'Loan Closing Date'; 'Lender Information' with fields for 'Account Officer' (First Name: Lisa, Last Name: Wilson (ACI), Email: lwilson@exactbid.com, Phone: 408-361-5000) and 'Requester' (First Name: Lisa, Last Name: Wilson (ACI), Email: lwilson@exactbid.com, Phone: 408-361-5000); 'Lending Group' (SAG-Special Assets Group), 'Company #' (012), and 'Billing Cost Center' (12345); and 'Transaction Information' with a 'Project Name' field and a 'Borrower' section with fields for 'First Name', 'Last Name / Entity', 'Email', and 'Phone'. There are also fields for 'Fax', 'Other #', 'Company', and 'Street Address'.

The screenshot shows the 'ExactBid DEFAULT' search interface. It features a navigation bar with 'Service Request', 'Assignments', 'Reports', 'Tools', and 'Help' menus. Below the navigation bar is a search bar with 'Project Number' and an 'Advanced' dropdown. The main content area is divided into four filter sections: 'Project Filters' (File Number, Project Number, Project Name, Loan Number, Second Loan Number, Draft Projects, Deleted Projects, Include Inactive Projects), 'People Filters' (Borrower Name, Account Officer (0), Production Admin (0), Job Manager or VIM (0)), 'Property Filters' (Street Number, Street Name, City, State, Zip Code, County, Nation), and 'Additional Filters' (Additional Filters dropdown). A 'Search' button and 'Clear Filters' link are at the bottom. On the right side, there is a table with columns for 'County' and 'City', showing 'Clark' and 'Maricopa'.

# What Does This Mean for YOU?



- ONE Vendor
- Consistent data sets
- Quicker services for your customers
- More business for YOU

# Questions?

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