

Greenwood Estates and Mortgage Company chooses MorWEB for origination efficiencies

March 21, 2006 - Marlborough Stirling Canada (MSC) is pleased to announce that Greenwood Estates and Mortgage Company have selected MSC's MorWEB as its mortgage origination and customer management solution.

MorWEB electronically connects mortgage brokers to lenders, credit bureaus and other third-party providers to the mortgage industry, providing brokers the tools to manage all aspects of their origination activities, including capturing application details, running credit reports and submitting applications to selected lenders. Through its web-based functionality, brokers can access MorWEB and conduct business any time, and anywhere.

Elizabeth Clay, owner of Greenwood Estates and Mortgages, says: "Thanks to technology, we are no longer limited by geography. MorWEB allows our office to function in real time with lenders, from any location that has Internet accessibility. This has provided a new technological freedom to our brokers and their support staff, finally making the virtual office a reality."

With web-based features such as electronic proposals, two-way messaging and integrated document management, MorWEB enables brokers to receive underwriter decisions and commitment letters online, and in real time. From approval to subject removal date, lenders and brokers can also track and manage individual conditions without the need of fax machines and paper files.

Mike Ashe, MorWEB's Regional Director for BC, says: "One of the greatest benefits of MorWEB is that it allows people to work together regardless of their location. MorWEB enables centralized management of the overall mortgage origination activity of any sized firm. While agents and their administrators see only their own files; managers can view the individual or collective files of their reports, while executives can have a full head-office view of all files and activity. Firms can also track overall commissions owing and what fees have been paid out, allowing them to accurately measure the productivity of individual agents or groups. In addition, MorWEB permits managers to review documentation for individual agents or across the entire firm, eliminating the need for hard copy files to be couriered in to a central location."

Elizabeth Clay adds: "At Greenwood, our motto is to provide 'personalized service from specialized professionals', and Marlborough Stirling Canada's way of doing business ties in nicely with that approach. To ensure a smooth transition, MorWEB has provided a first rate technical support team that has been caring, responsive and willing to take the time to get to know our business. They have shown us how to make the most of the system as it is today, and remain committed to listening to their users to ensure it has all the functions we require now and into the future. We recommend MorWEB to anyone who is thinking of making the switch."

"We are very pleased to welcome Greenwood Estates & Mortgages Company as a MorWEB client," says Dave Nichol, Director, MorWEB Sales. "They are well respected and have achieved great results in their market. We sincerely appreciate their commitment to MorWEB and look forward to contributing to their future success through the effective

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use of our technology."



About Greenwood Estates & Mortgage Company

Greenwood Estates and Mortgage Company serves all of Canada from its headquarters in Mission, British Columbia, representing dozens of lenders and loan programs. It offers mortgages, business loans, refinancing and debt consolidation services, through a team of experienced consultants with over 20 years in the financial services industry. Along with arranging financing for first time and repeat buyers, Greenwood has assembled specially tailored programs for self employed, business owners, persons working on contract, and high profile clientele, new immigrants and off-shore investors; for the purpose of purchasing or refinancing. For more information see: www.greenwoodmortgage.ca/

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About Marlborough Stirling Canada

Marlborough Stirling Canada's focus is on mortgage origination and administration, 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 (www.vertex.co.uk). Vertex is an international business process outsourcer based in Manchester, UK, 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 is part of United Utilities plc, a FTSE 100 company, and works in partnership with clients in the commercial, financial services, utility and public sectors, as well as the North American utility sector, to deliver operational and customer service excellence. Vertex has 9,000 employees based in 69 locations across the UK, Canada, the USA, Switzerland, Liechtenstein and India.

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