



PRESS RELEASE

For Immediate Release

Contact: Jaclyn Cornelius
(724) 216-5266 ext. 221
jaclyn.cornelius@bestborn.com

Loan Vision Solution Delivers for Village Mortgage

Industry-focused functionality and reporting enhances efficiency and business insight

Greensburg, PA -- March 7, 2018 -- Loan Vision is delighted to share that Village Mortgage, a technology driven residential lender across all of the New England states, Florida, Nevada and Colorado has seen significant efficiency gains, as well as greater business insight, since its move to the industry-focused mortgage accounting solution.

Village Mortgage, a well-established lender, which has experienced significant organic growth in recent years reveals in a new customer success story how the Loan Vision software has helped them address back office manual workloads and the associated risks, while allowing them to utilize data like never before.

Faced with an increasing mountain of manual workloads within the finance department, the executive team at Village Mortgage quickly established that their current, off-the-shelf accounting platform was not meeting their needs both from an efficiency standpoint, as well as reporting and analytics requirements.

“Our previous system wasn’t at all specific to the mortgage banking industry, which really limited what we could accomplish,” explains Justin Girolimon, Senior Vice President & CFO at Village Mortgage. “We wanted to automate commissions and recording funded loans and purchased loans, and even utilize a branch portal where managers can see exactly how their branches are performing. We didn’t have any of that with our old system.”

Identifying a system that contained standard accounting functionality, coupled with mortgage industry capabilities that could scale as the company continued to grow was the desired outcome for the financial management team at Village Mortgage. That solution was identified in Loan Vision - a robust lender specific platform, serving over 75 customers nationwide.

Carl Wooloff, Sales and Marketing Director at Loan Vision shares, “When we were approached by Village Mortgage to demonstrate how Loan Vision could possibly be the solution they were looking for, they expressed similar struggles shared by previous adopters of our solution. We

addressed how these challenges could be addressed and were thrilled when Village Mortgage signed on to adopt the platform.”

“Loan Vision was the answer at the end of the day,” states Mr. Girolimon. “The fact that we could automatically import the loans that are funded and purchased and vendor payables so we could have recurring monthly invoices automatically come up has freed up the individuals we have in the accounting department tremendously. Everything was housed within the system, there weren’t any add-on modules, and its Microsoft interface was very familiar for us.”

Village Mortgage noted that due to the implementation approach being extremely well-defined and managed, they were able to go live January 1, 2016, on time and on budget, without the need for an elongated parallel process. “We’ve changed systems many times and I’ve never been through an implementation that has been as structured as Loan Vision. Our team knew exactly where we stood throughout the entire process,” explains Girolimon.

Since going live, Village Mortgage has been able to operate much more efficiently, spending more time on tasks that move the company forward, rather than just trying to get work done. “We’re able to operate quicker, leaner...,” comments Girolimon. “Loan Vision has helped us make that next step, and we’re reconciling our accounts every single day because it’s so easy with this system.”

The fact that Village Mortgage has grown significantly in the recent past and continues to credit their improved decision-making process to making the software switch, speaks volumes to the abilities of the solution. “Loan Vision has helped us to make careful, educated decisions rather than trying to guess the future,” concludes Mr. Girolimon.

“The Loan Vision team is grateful to Village Mortgage in having faith in what the solution could do for them,” expresses Martin Kerr, President of Loan Vision. “We look forward to see how Village Mortgage continues to utilize the solution and the partnership we continue to build with them.”

About Loan Vision

Founded in 2006, Greensburg, PA-based Loan Vision, is a mortgage industry specific financial management and accounting software. Combining the functionality of Microsoft Dynamics NAV and Loan Vision’s industry toolset and expertise, Loan Vision has quickly established itself as a platform trusted by some of the largest, as well as the fastest growing mortgage lenders in the country. Functionality includes the ability to interface with Loan Origination Software, loan-level accounting, commission calculations, as well as a branch reporting portal. For more information about Loan Vision, visit www.loan-vision.com.

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