



Notable Solutions, Inc.



Financial

BACKGROUND

Union Capital Mortgage Corporation is an Ohio-based company that has specialized in the origination of residential mortgage loans since 1995. Their offices, located in Ohio and Florida, offer conventional, VA, and FHA loans. Union Capital finances their own loans, allowing for greater flexibility than mortgage brokers in obtaining rates.

CHALLENGE

Union Capital was experiencing considerable space limitations associated with federal requirements to retain mortgage documents for a period of seven years. In addition to space constraints, a significant amount of time was required by employees to locate and fax 150 – 250 page mortgage packs between offices. These documents were in boxes located throughout the buildings, as well as in an off-site storage facility. If the requested document was not in the main building, it had to be located in a storage facility and a courier was paid to transport it to the requesting office.

SOLUTION

To rollout this information lifestyle management program, the following tools were utilized:

- Document Environment Assessment
- Project Development Scope of Work
- HP Laserjet 4101 MFP
- HP Scanjet 8290
- Legato ApplicationXtender
- Document Workflow via NSi AutoStore
- On-Site Set Up and Integration-On-Site End User Training
- Roadmap for Integration of LanFax

At a Glance:

Company: Union Capital

Headquarters: Willoughby Hills, Oh

URL: www.unioncapmtgs.com/index.html

Primary Business: specialized in the origination of residential mortgage loans

RESULTS

MCPc's Output Management Team worked with Union Capital Mortgage to develop a comprehensive hardcopy strategy that reduced their costs over \$43,000 during the first year. "Implementing an integrated content management system reduced our loan processing time over 50%, while significantly reducing operating costs, and dramatically improving employee productivity," says Ante Turcinov, Director of Operations at Union Capital.

Some of the benefits of this implementation are:

- Significant, measurable and rapid Return on Investment (ROI)
- Workflow management
- Leverage existing technical knowledge and investment in HP devices
- Customized training

By scanning and digitally storing mortgage paperwork, Union Capital was able to eliminate the large amount of boxes and paperwork located throughout their offices and in a storage facility. In addition to the space created within each office, the need for a storage facility and its monthly fee were eliminated. Faxing was no longer necessary since documents are now in electronic format, and available to be shared by all offices via the network. This solution also eliminated the need for, and cost of, multiple fax lines, fax machines, and the large supplies cost from toner and paper.

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