DocMagic® eDisclosure

White Paper



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Executive Overview

Sending out 72-hour disclosure documents electronically can save lenders time and money. DocMagic, Inc. (DocMagic) offers a simple solution that is easy to implement and safe for lenders. It complies fully with all applicable legislation and includes a built-in risk mitigation process that ensures that the lenders that use it will always be in compliance, even if they send an electronic disclosure to a consumer that cannot or does not view it.

In this document, DocMagic shares its rationale for producing the eDisclosure software and outlines the cost savings it provides and the exact method for using it.

The DocMagic eDisclosure service can be incorporated into any interface to DocMagic's family of products. It provides the ability to deliver 72-hour disclosure documents (Predisclosure Package Type) via email, and have consumers acknowledge receipt electronically. DocMagic tracks all activity related to this and can print, package and, can, if requested to do so, mail paper copies of the disclosures if acknowledgement has not taken place within 48 hours of the email being sent. Optionally, the lender can take responsibility of mailing the paper copies after 48 hours if they wish. This service can effectively replace this important task within the origination workflow, saving the lender costs associated with postage and man-hours.

The service is easy to employ and can be implemented in just a few minutes via the Web or a few hours for the Web services version. Lenders that utilize this offering will enjoy substantial savings.

The Case for eDisclosure

More consumers have e-mail addresses than ever before. As a result, a high percentage of eDisclosures will be successfully delivered, saving lenders a great deal of money. Even in cases where electronic disclosure is not possible, DocMagic's fulfillment service will save originators time and money. Lenders will even save if they handle fulfillment themselves because they'll only have to mail packages to those applicants that did not accept their disclosures electronically.

DocMagic pricing is based on actual volume (a charge for each Predisclosure package), and not the number of users or seats. This variable cost can be directly associated with market conditions, letting lenders know exactly how much money they are saving, regardless of the lending cycle.

DocMagic monitors all aspects of the eDisclosure process. As consumers access their documents, real-time notifications are sent to lenders via e-mail. Furthermore, a daily report is e-mailed that summarizes the status of every loan in the pipeline. It lets the lender know when the consumer opened the e-mail, when the documents were actually viewed and also includes a record of the completed electronic disclosure consent.

Perhaps more importantly, DocMagic automatically notifies the lender if the consumer fails to access the eDisclosure within the first 48 hours. DocMagic can then facilitate the automatic physical production and delivery of the printed version within the remaining 24-hour period or the DocMagic software will alert the lender of the need to produce and mail a printed version. Either way, the lender remains in full compliance.

DocMagic's eDisclosure regime was developed to conform strictly to the requirements of the federal Electronic Signatures in Global and National Commerce Act (the "E-Sign Act"). The consumer's affirmative consent to the receipt of electronic disclosures is obtained electronically in such a manner as to reasonably demonstrate the consumer's ability to access such disclosures. Great care has been taken to ensure that this is accomplished in a non-intimidating and extremely user-friendly environment.

DocMagic will send a daily email to the Lender that contains a report of all activity of loans in the pipeline as they relate to acknowledging consent and confirming they have reviewed the disclosures. This report will provide specific details that indicate exactly what part of the process the consumer is at when the report was generated.

As noted in the overview, DocMagic can mail paper copies of the disclosure to the consumer(s) if they have not successfully completed the process within 48 hours (an additional fee is involved to cover postage and labor). Optionally, the lender can use the daily report to identify which loans need to have paper copies sent, and can take on this responsibility in-house.

Enabling Legislation

Sending upfront disclosures electronically has been enabled by certain federal legislation that now makes it possible to provide the specified consumer protections in an electronic format.

Specifically, the passage of the federal E-Sign Act makes it legal for lenders to take advantage of a paperless process for upfront disclosures. Section 101(c) of the E-Sign Act provides that any law or regulation that requires consumer disclosures be provided or made available to a consumer in writing is satisfied if the consumer disclosure are provided or made available electronically, provided the consumer affirmatively consents to the receipt of electronic disclosures after receiving a notice containing certain information, and if certain other conditions are satisfied. The consumer must consent in a manner that reasonably demonstrates the consumer can access information in the electronic form that will be used to provide the disclosures.

DocMagic is constantly monitoring the legislative environment for any changes that would affect its clients.

Cost Savings Analysis

DocMagic has isolated a number of hard costs involved in the process of mailing out paper disclosures to new loan applicants. DocMagic charges a flat fee to send out the disclosures electronically. There is a substantial savings per loan realized by utilizing the eDisclosure offering. The actual costs will vary somewhat by state and loan product, but based on the package outlined below, lenders will spend about \$10 every time they mail out a package of disclosures.

The typical disclosure package consists of a marketing letter, an unsigned loan application, the Truth-in-Lending disclosure, Good Faith Estimate, and a number of informational booklets. Some states, such as California, require that additional disclosures be included in the package. In all, 10-12 documents and the booklets will be inserted into an envelope and stamped for mailing.

But there are other costs involved in handling this time-consuming process in-house. Lenders must hire full-time employees to gather this material, print it, package and mail it. These people need a facility in which to work and equipment to do their jobs. This overhead goes away when this job is outsourced to a service firm capable of delivering the upfront disclosures electronically.

DocMagic's charge is based on the number of disclosures sent. Lenders are therefore not paying for overhead they don't use, nor for employees that are not working to capacity. Depending on volume, DocMagic's fee for sending out the disclosure electronically via eDisclosure can save the lender up to 50 percent of the hard costs and all of the indirect expenses related to this function.

Other Benefits of DocMagic's Solution

While the cost savings alone may be enough to entice most lenders to adopt eDisclosure, there are other advantages to utilizing the service. Foremost among these is the reduction in processing time lenders will realize with the product. Instead of spending days processing upfront disclosures, the documents will be sent out to new applicants within seconds.

Secondly, DocMagic offers integrated fulfillment services. In the event that a consumer does not access the electronic disclosures, DocMagic's automation will immediately cause a traditional disclosure package to be mailed to the consumer by the deadline.

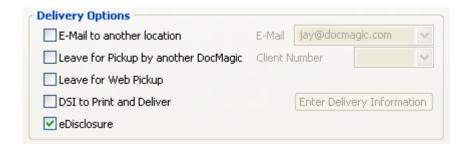
Finally, through the process of reviewing upfront disclosures electronically, consumers will become acclimated to the electronic process. As lenders work to ensure repeat business and build customers for life, each deal will get easier and less costly to produce as these consumers grow into the process of buying mortgage products without paper.

An additional advantage for larger lenders is that a Web services API is available to make eDisclosure easily accessible from the company's loan origination or processing software.

Technical Specifications

DocMagic for Windows / DocMagic Online

The option for the eDisclosure service is enabled within DocMagic whenever the Predisclosure Document Package Type is selected. With DocMagic for Windows, under Delivery Options, simply check the **eDisclosure** box:



For DocMagic Online, under Delivery Options, select **Send Borrower eDisclosure**:



DocMagic Direct Web Service Interfaces

To add this service to a DocMagic Direct interface, add the eDisclosure attribute to the Process element within the XML request. In addition, the packageType must be Predisclosure and an email addresses must to be present for at least one consumer. Here is the DTD reference (DSIDocumentServerRequest.DTD or DSIDocRequestMISMOClosingV2.DTD):

```
<!ATTLIST Process
    packageType (Closing | Predisclosure | ServicingTransfer | FloodCertification | LoanApplication)
#REQUIRED
    floodCertification (Yes | No) "No"
    lifeOfLoan (Yes | No) "Yes"
    includeBlockument (Yes | No) "No"
    DSIToPrintAndDeliver (Yes | No) "No"
    emailService (Yes | No) "No"
    safeDocs (Yes | No) "No"
    sendConfirmationEmail (Yes | No) "Yes"
    documentFormat (BLK | PDF | PCL | PDFZIP | PCLZIP | PDFSIG) "BLK"
    eDisclosure (Yes | No) "No">
```

Here is an example of how this portion of a request will look:

```
<Process packageType="Predisclosure" floodCertification="No" lifeOfLoan="No"
includeBlockument="No" DSIToPrintAndDeliver="No" emailService="No" safeDocs="No"
sendConfirmationEmail="Yes" documentFormat="BLK" eDisclosure="Yes"/>
```

For interfaces to in-house applications, this can be hard coded into the interface so all loans that generate a Predisclosure Package Type will result in an email being sent to the consumer to start the process.

For commercially distributed applications, this can be accomplished by adding a checkbox to the interface setup screen if a global setting is preferred, or by adding the checkbox to a loan level screen if it is only to be used on a case-by-case basis.

The consumer's email address used to send the initial email is located in the following place depending on whether the interface uses a Websheet data set, or the MISMO Closing v2 data set. If a consumer has more than one email address an email will be sent to each one. Here is DTD reference in for Webhseet:

```
<!ELEMENT Borrower (BorrowerName+, PowerofAttorney?, SocialSecurityNumber?, Vesting?, BorrowerEmail*, BorrowerPhone*, Credit*)>
```

Here is an example of how a request would be formatted:

Here is the DTD reference for the MISMO Closing v2 data set:

Here is an example of how the request would be formatted:

eDisclosure Walk-Through

The following provides a walk through of the eDisclosure workflow:

Step 1: Launch the Consent Browser.

DocMagic Generates a URL for each consumer presented as a hyperlink in an email. Here is an example of the email that is sent (the first reference to <u>Click here</u> will launch their browser and display the URL):

Alice,

Thank you for your mortgage loan inquiry!

Before we may provide disclosures and notices in an electronic format to you, we must first obtain your consent.

<u>Click here</u> to consent and access your electronic disclosures and notices for loan number 061807001.

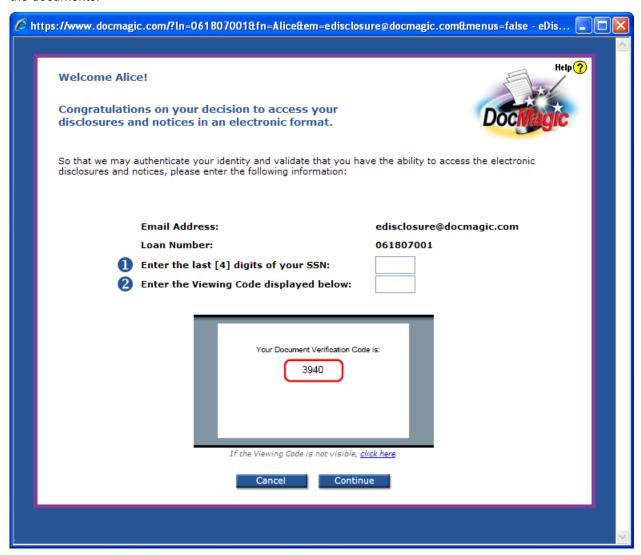
If you do not wish to consent to access your disclosures and notices electronically, they will be sent to you by mail. If you have questions about this process, <u>click here</u> to visit our online support system or call (800) 649-1362.



This message and any attachments contain information that may be confidential and privileged. Unless you are the addressee (or authorized to receive for the addressee), you may not use, copy or disclose to anyone any information contained in this message or in any attachments. If you have received this message in error, please advise the sender and delete this message and any attachments. Thank you.

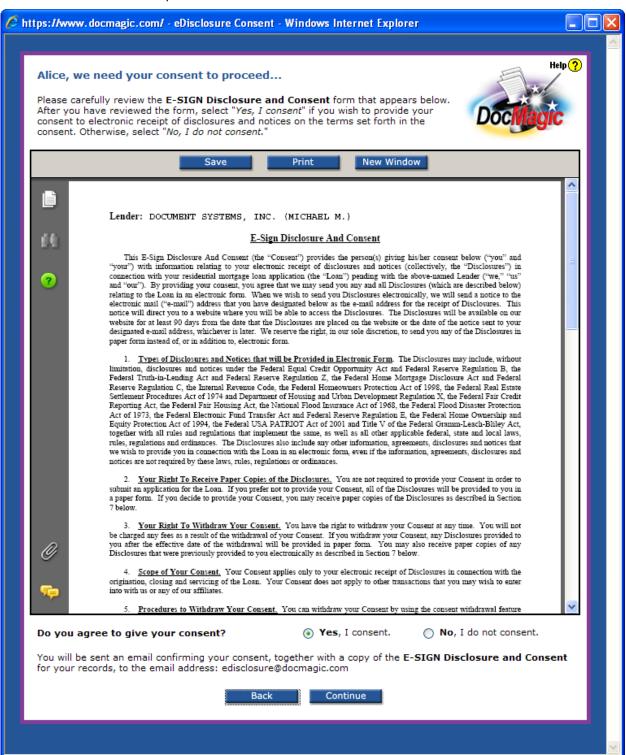
Step 2 – Authenticate Identity.

After the consumer clicks on the link above, they are presented with this screen where they are prompted to enter the last four digits of their Social Security Number and the viewing code displayed to them on the screen. This code insures the hyperlink used in the email was used to present the screen. The number (in this case 3940 below) also confirms that Adobe Acrobat Reader is present and they have the ability to view the documents.



Step 3 - Consent to E-Signature.

The consumer is authenticated and presented with an E-Sign Disclosure And Consent form they can **save**, **print** or view in a **new window**. Once they scroll to the bottom of the browser they are presented with a radio dial and button to accept the terms:



Once the **Yes – I consent** radio button is selected the **Continue** button will proceed with step 4.

Note that the message at the bottom of the screen confirms the consumer's email address and lets them know the form they just consented to will be emailed to them:

You will be sent an email confirming your consent, together with a copy of the **E-SIGN Disclosure and Consent** for your records, to the email address: edisclosure@DocMagic.com

Here is an example of the email that is sent to the consumer:

Alice,

Thank you for providing your consent to receive disclosures and notices in an electronic format.

We have attached a copy of your E-Sign Disclosure and Consent to this email for your reference. Please retain a copy of it for your records as it contains important information regarding your rights. We look forward to working with you in meeting your home financing needs.

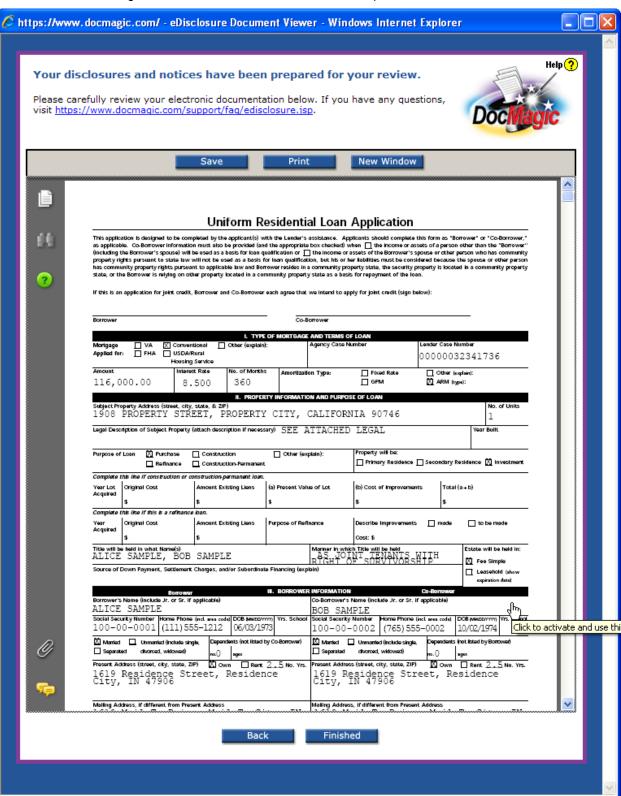
If you have any questions regarding your consent, please visit: http://www.DocMagic.com/support/.
To visit our online support system or call (800) 649-1362.



This message and any attachments contain information that may be confidential and privileged. Unless you are the addressee (or authorized to receive for the addressee), you may not use, copy or disclose to anyone any information contained in this message or in any attachments. If you have received this message in error, please advise the sender and delete this message and any attachments. Thank you.

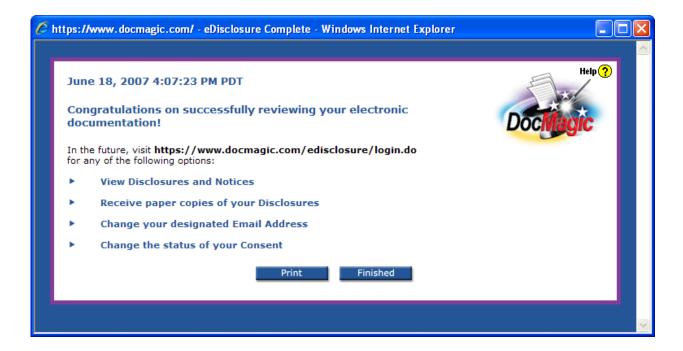
Step 4 - Display Predisclosure Documents.

The consumer is then presented with the predisclosure document set starting with a worksheet outlining the transaction, along with a Good Faith Estimate, Truth In Lending Disclosure and any other disclosures required by the investor. Buttons are provided for **Saving**, **Printing** and displaying the documents in a **New Window**. Clicking the **Finished** button will take them to step 6:



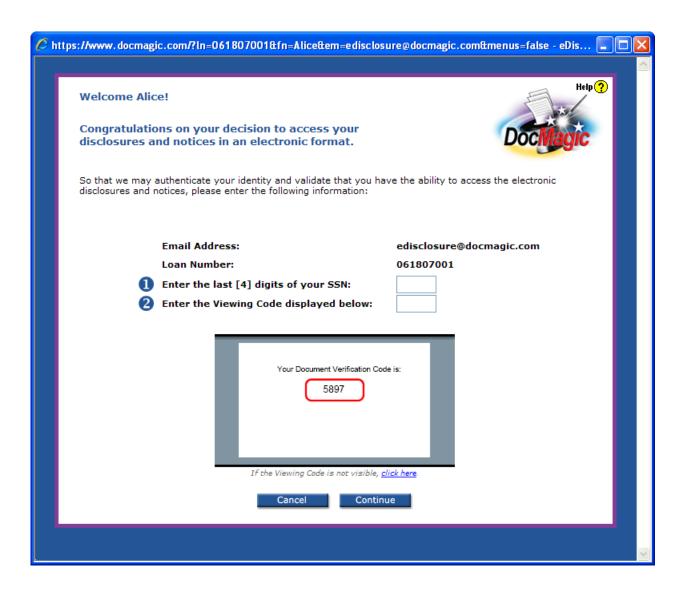
Step 5: Confirmation of Review.

Finally, the consumer is presented with a confirmation screen that lets them know the URL where they can log back in and view the disclosures and notices, receive paper copies of the disclosures, change their destination email address or change the status of their consent. Click the **Print** button for a hard copy and the **Finished** button to end the process.



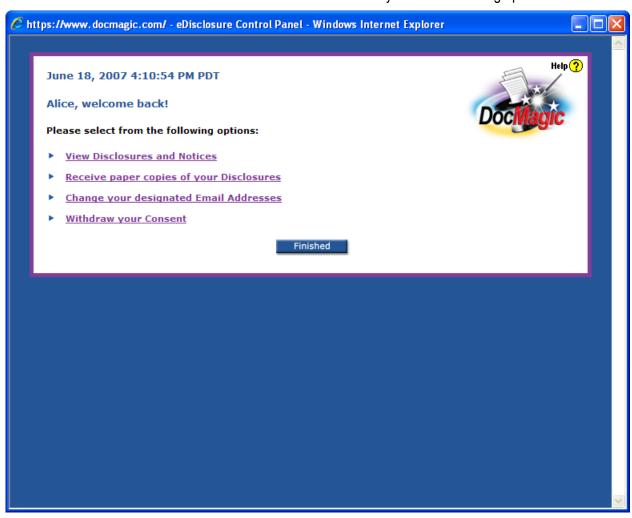
Step 6: Subsequent Reviews.

If the consumer wants to view their documents again, request a hard copy be mailed to them, change their email address or status of consent, they can visit the URL listed on the Confirmation screen above. It will prompt them to authenticate with the screen shown below:

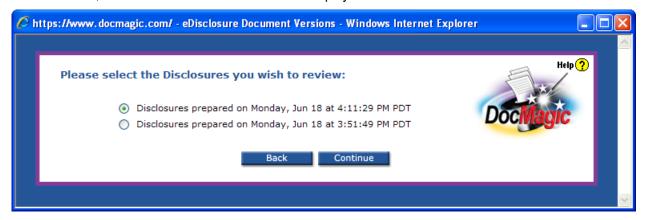


Step 6: Subsequent Reviews - Continued.

This will take the consumer to a "Control Panel" screen where they have the following options:



If more than one set of disclosures has been processed, the consumer is prompted to select the set they want to review, otherwise this screen would not be displayed:



Lender Daily Reports

DocMagic will send a daily email to the Lender that contains a report of all activity of loans in the pipeline as they relate to acknowledging consent and confirming they have reviewed the disclosures. This report will provide specific details that indicate exactly what part of the process the consumer is at when the report was generated. Here is a list of status values:

Login successful

Login failed - incorrect view code

Correct view code entered

Adobe installation page displayed

Consent form displayed

Consent given

Consent not given

Previous consent detected, consent page not displayed

Pressed Save Consent button

Pressed Print Consent button

Documents displayed - Version

Pressed Save Documents button (why do we need a version? - we have already noted the display version)

Pressed Print Documents button (why do we need a version?)

Pressed Finished Viewing Documents button

Accessed control panel

Request for document display

Request printed disclosures

Request designated email address change

Request for consent withdrawal

Request for re-consent

Email to (borrower name) - Consent confirmation

Email to (user) - Process completion

As noted in the overview, DocMagic can mail paper copies of the disclosure to the consumer(s) if they have not successfully completed the process within 48 hours (an additional fee is involved to cover postage and labor). Optionally, the lender can use the daily report to identify which loans need to have hard copies sent, and can take on this responsibility in-house.

Conclusion

Lenders are making eDisclosure their first foray into the paperless lending process. They are taking this step because it is easy, affordable and safe for them to do so at the same time it provides compelling cost and time savings.

To find out more about how DocMagic can offer your company substantial savings on this process, call 800-649-1342.