

WEBINAR SERIES

Five Examples Using Process Manager

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Meet the team.



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Today you will learn:

- 1. How others are using Process Manager
- 2. Real world implementations and strategies
- 3. Functionality in Process and the Queue Widget

Before we begin, a few reminders.



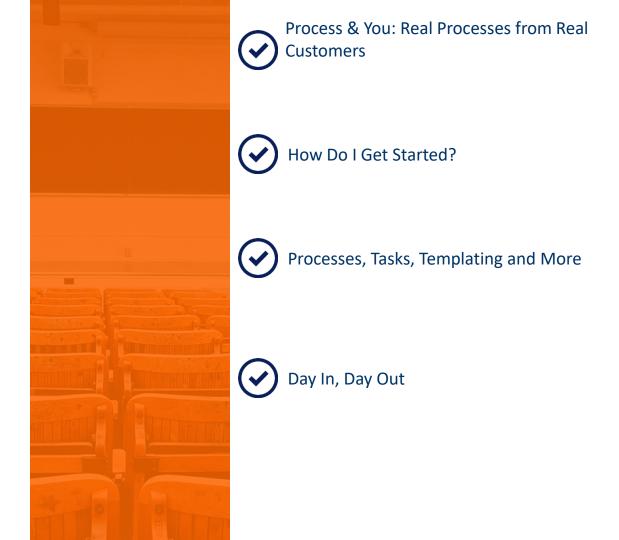
Submit your questions anytime.

The recording will be on our website within 48 hours.



Complete the survey.

Our agenda.



SECTION 1



Process & You: Real Processes from Real Customers

Process Manager & You: Real Workflows from Real Customers

Everyone wants work flow! How you manage the work you are required to do (Workflow or Process Management) is important to:

- Your Rating Agencies
- Your Auditors
- Your Risk Management Group
- Your Lenders

- Your Investors
- Your Agency
- Your Master Servicer
- Your Risk Management Group
- And last but not least your Borrowers.

Today, we will tell a story about the most valuable workflows our customers have created using Strategy's Process Manager.

By valuable I mean, something that has substantially improved their business operation, and improved customer satisfaction for borrowers, investors, and management.

What are customers raving about?

Customers Rave about Process Manager Here is what they are saying.

- "Strategy tells us what is due. The process tool has saved us from missing important reporting or other deadlines. It has helped us keep track of the big picture."
- "Process provides transparency across the company and opened up good dialogue on the process itself. It can save us time."
- A customer partnered with their Auditor to utilize Process and it has protected them during an audit.
 "Process let them (the auditor) know, the what and the when. This tool proves to the auditor the work item was completed."
- "Process puts the power in the business user hands, doesn't require technical assistance."
- "Process easily assigns work."
- "It is a simple way to remember and plan a critical annual requirement."
- "It a simple way to remember and plan to do something in the future. I can set it up once and it will reoccur every month and I know it got done."

1 -Reminders

- Background
 - Everyone has a way of reminding themselves.
- Why did this business person(s) want this ?
 - They needed a simple way to remember and plan to do something in the future.
- What does the tool accomplish for the business person?
 - Paperless -Traditionally you would write a reminder down on paper or put it in email or have a tracking sheet.
 - Typically a reminder has the "what" but you need to remember the 'who', the 'when' and the 'how'. Process Manager keeps track of all of these.

Keeping it Real

- The Business Process Name
 - Reminder or Follow-up or Tickler Process
- What are the actual tasks
 - Reminder or Follow-up or Tickler Process



Reminders

Here is the Reminders



Reminder Detail	≛ O	🎢 Create New 🕚 Star	Complete 🔤 Waived 📃 Inactive	😃 Reassign Job Function 😃
Status Not	tes Process Name	Active Task(s)	Start Due	Related To
V O P	CALL BORROWER TOMORROW	REMINDER	08/05/2016 08/07/2	016 🚯 LOAN 200000001 ,
🜔 🕑 📍	UPLOAD THE UCC REPORT	REMINDER	10/18/2016 10/20/2	.016
🜔 🕓 🤒	Register for the McCracken Conference	REMINDER	10/18/2016 10/20/2	.016

2 – Annual Compliance Business Process

- Background
 - A Servicing Agreement requires your company to provide annual compliance documents.
- Why did this business person(s) want this ?
 - They want a central location to track the annual compliance activities.
 - It is a simple way to remember and plan to do something in the future.
 - You can set it up once and it will reoccur every year.
- What does and Annual Compliance Workflow accomplish?
 - Paperless tracking eliminated emails, reports, and multiple spreadsheets
 - Automatically tells you 'what' 'who', 'when', and 'how'.
 - Provides a central location where the system keeps track of all of the requirements and work performed.
 - Recurs on the same dates every X years (using Float Year)
 - Tie the process to your investor or your company

Keeping it Real

- The Business Process Name
 - Annual Compliance (for your company)
- What are the actual tasks:
 - Annual internal audit
 - Annual Company Financial Statements
 - Annual Compliance certificate
 - Reg. AB or USAP Audit(prepared by CPA)



Annual Compliance Process

- Here is the Process and Task Queue showing the Annual Compliance Process
- The reoccurring reminders appear in the Process & Task widget when do.
 - You define the work that shows in the Process & Task Queue, this example shows all Compliance Detail work.
 - You could have separate widgets for Lender/Master Certification and an Annual Compliance work if you wish.

Complianc	e Detail	土 0	🎢 Create New 🕔 Start 🗸 Complet	e 🔛 Waived 🛛	Inactive 😃	Reassign Job Function 🔎	, Reassign Role 🔍 Notes 🐹 Email	() View Proces
Status	Notes	Process Name	Active Task(s)	Start	Due	Related To	Assigned To	Days Left
©	• 🖵 🛛	LENDER/MASTER CERTIFICATION	REPORT	04/01/2016	04/10/2016	Commercial Investor 501 MULTIPLE (2)	Jane Doe, Asset Manager 4	-190
©	P	LENDER/MASTER CERTIFICATION	REPORT	07/10/2016	07/19/2016	Commercial Investor 501 MULTIPLE (2)	Jane Doe, Asset Manager 4	-90
©	ø	ANNUAL COMPLIANCE FOR OUR COMPANY	ANNUAL COMPLIANCE CERTIFICATE	03/15/2016	06/30/2016	Commercial Investor 501 MULTIPLE (2)	Jane Doe, Asset Manager 4, (Role) COMPLIANCE	-109
3	P	ANNUAL COMPLIANCE FOR OUR COMPANY	ANNUAL COMPLIANCE CERTIFICATE	01/15/2016	06/30/2016	Commercial Investor 512	Jane Doe, Asset Manager 4, (Role) COMPLIANCE	-109

3 - Deal Review Process

- Background
 - The Special Servicer is contractually obligated through a serving agreement to do certain activities by a certain date.
- Why did this business person(s) want this?
 - They wanted a better way to track the activities, centralize their work, and demonstrate they are meeting their service levels.
- What does the Deal Review Process do for the special servicer?
 - Strategy monitors and tells them when an item is due, so no deadlines are missed.
 - The Process and Task Queue gives them one place to view the details of what has been done (notes, documents, due dates, and completion dates).
 - The Process and Task Queue provides a structured loan by loan review of the details during the committee meeting.

Keeping it Real

- The Business Process Name
 - The Deal Review Process
- What are the actual tasks:
 - Prepare and Review Asset Summary Report
 - Prepare and Review APPRAISAL/BOV (Broker Opinion of Value)
 - Prepare and Review Property Inspection
 - Prepare and Review Comparative Financial Statement
 - Prepare and Review OSAR/NOI Workbook (Operating Statement Analysis Report(OSAR) Net Operating Income (NOI)



Deal Review Process & Task Queue

Special Serviced Deal 📥 🛇								
				👫 Create New 🕔 Start 🧹	Complete	Waived 📃 Inact	tive 😃 Reassign Job Fun	ction 😃 Reassign Role 🔍 Note
St	tatus	Notes	Process Name	Active Task(s)	Start	Due	Related To	Assigned To
	F	•	CMBS- SPECIAL SERVICING LOAN PROCESS	APPRAISAL/BOV	10/21/2016	10/21/2017	1 LOAN 109534	John Doe, Asset Manager 1, (Role) AM
	F	• 🖵 🛛	SPECIAL SERVICING LOAN PROCESS	ASSET SUMMARY REPORT	01/10/2017	05/10/2017	LOAN 200000001 MULTIPLE (2)	John Doe, Asset Manager 1, (Role) AM
	F	P	CMBS- SPECIAL SERVICING LOAN PROCESS	ASSET SUMMARY REPORT	10/21/2016	10/21/2017	i LOAN 20000002	John Doe, Asset Manager 1, (Role) AM

4 - Trigger (Monitoring Loan Covenants)

- Background
 - What is a Trigger? Monitoring of loan covenants to mitigate against poor borrower or collateral performance that can detract from the creditworthiness of a loan. Each Loan may have 1 to 10 loan covenants. This is 40,000 thing to monitor.
- Why did this business person(s) want this?
 - To automate the review of triggers based on contractual obligations. Centralize activity, notes and documents related to activities.
- What does Trigger Monitoring accomplish?
 - There are 48 delivered processes defined and ready
 - Improves the visibility of loan covenants
 - Automatically assigns tasks
 - Centralizes work
 - Improves data integrity
 - Improves overall risk management and the health of the portfolio.

Keeping it Real

- The Business Process Name
 - Portal Trigger Abstract (there are 48 delivered processes in total)
- What are the actual tasks:
 - Prepare Abstract
 - Confirm All Required Reserve Deposits Were Received & Monthly Constants Are In Place
 - Confirm All Related Debt Appears On Abstract
 - Start Quality Control review.



Portal Trigger Abstract

Trigo	ger ident	ification	D ≛O ∦ Create New ()) Start 🗸 Complete 📕 Waived 🗸 Update Pr	oduct ID 🗸 Up	date ID Group	Inactive 😃 Reassig
	Status	Notes	Process Name	Active Task(s)	Start	Due	Related To
	©	P	PORTAL TRIGGER ABSTRACT	PREPARE ABSTRACT	02/09/2017	04/10/2017	i LOAN 15
	©	P	PORTAL TRIGGER ABSTRACT	PREPARE ABSTRACT	02/03/2016	04/03/2016	i LOAN 109534
	©	Ρ	PORTAL TRIGGER ABSTRACT	PREPARE ABSTRACT	02/03/2016	04/03/2016	i LOAN 109546
	©	е 🗭	PORTAL TRIGGER ABSTRACT	PREPARE ABSTRACT	02/03/2016	04/03/2016	100AN 109581

Rules - Intelligence Engine

Proactive monitoring of your entire portfolio

- Monitor for any risk indicators and covenants to ensure the health of the loan
- <u>Example</u>: when an NOI drops below a certain level how do you know? The 'engine' will tell you so you can resolve it
- Automatically performs actions when indicators identified
 - Displays alerts
 - Emails to notify appropriate parties
 - Creates letters to notify borrowers, property managers, etc.
 - Starts user defined processes to mitigate risk
- Eliminates manually pouring over reports for dates and multiple risk factors

Trigger (Monitoring Loan Covenants)

- Sample of the 48 delivered process:
 - Borrower/Guarantor Files Bankruptcy
 - Credit Rating Below Target (BWR/GTR)
 - o Debt Yield Falls Below Threshold
 - Decline in Credit Rating of Swap Counterparty
 - o DSCR Falls Below Threshold

- Event of Default (BWR Reps)
- Event of Default (Generic)
- Loan not Paid Off at Maturity/ARD
- Tenant Does Not Renew (Date)
- Tenant 'Goes Dark'
- Tenant Terminates Lease/Receives Pymt

Т	rigge	er Moni	toring D	etail さつゆ オ Create New 🕚	Start 🗸 Complete 📕 Waived 📕 Inactive 🔏	4. Reassign Job	Function 😃 I	Reassign Role 🔍 Note
		Status	Notes	Process Name	Active Task(s)	Start	Due	Related To
		©	•	TENANT DOES NOT RENEW (DATE)	DETERMINE NOTICE RENEWAL DATE	10/20/2015	12/19/2015	i LOAN 109534
	١	3	P	TENANT "GOES DARK"	CONFIRM OCCUPANCY, VIA PHONE TO BUSINESS OR EMAIL TO BORROWER	04/28/2016	06/27/2016	109534 (

5 – New Loan Boarding - Asset

- Background
 - A loan closes and is handed off to servicing for loan boarding. The servicer/lender must complete series of activities to get ready for the next 3650 days (10 years) or what ever the term the loan is.
- Why did this business person(s) want this?
 - They wanted to automatically assign the work to board the Asset Management information as soon as possible after closing.
 - Centralized way to tracking the on going work needed and completed.
- What does the New Loan Boarding Process accomplish for the business person?
 - The system automatically puts the work in the user's Process and Task Queue using a New Loan Rule
 - Users can attach the documents to the Process making them available to everyone.
 - Store documents at McCracken or in your internal document management system.
 - They know what is missing and what is done.

Keeping it Real

- The Business Process Name
 - New Loan Boarding Asset Process
- What are the actual tasks:
 - Review And Indicate Incomplete and/or Missing Documents
 - Loan Boarding Request Missing Loan Documents From Closer
 - Loan Boarding Received Missing Loan Documents From Closer
 - Loan Boarding Loan U/W Data Into Operating Statement Application
 - Loan Boarding Load Rent Roll Into The Rent Roll Application
 - Loan Boarding Load Inspection Data Into Inspection Application

New Loan Boarding-Asset

New Loan	Boarding	g-A と O	📌 Create New 🕚 Start 🖌 Complet	e Waived	Inactive 😃	Reassign Job Function	, Reassign Role 💭 Notes 🚾 Ema
Status	Notes	Process Name	Active Task(s)	Start	Due	Related To	Assigned To
5	Ø	LOAN BOARDING ASSET MANAGEMENT	LOAN BOARDING LOAD RENT ROLL INTO THE RENT ROLL APPLICATION		02/28/2016	1 LOAN 445	Jane Doe, Asset Manager 4
3	•	LOAN BOARDING ASSET MANAGEMENT	LOAN BOARDING REVIEW LOAN DOCUMENTS	01/07/2015	01/25/2015	i LOAN 2000005	Jane Doe, Asset Manager 4
0 3	•	LOAN BOARDING ASSET MANAGEMENT	LOAN BOARDING LOAD RENT ROLL INTO THE RENT ROLL APPLICATION		02/26/2016	1 LOAN 20000001	Jane Doe, Asset Manager 4
0 3	•	LOAN BOARDING ASSET MANAGEMENT	LOAN BOARDING LOAD RENT ROLL INTO THE RENT ROLL APPLICATION		02/26/2016	1 LOAN 20000002	Jane Doe, Asset Manager 4
0 3	P	LOAN BOARDING ASSET MANAGEMENT	LOAN BOARDING LOAD RENT ROLL INTO THE RENT ROLL APPLICATION		02/26/2016	1 LOAN 20000003	Jane Doe, Asset Manager 4

- Customers have built over 130 different Process Templates that we know of...
- These monitor:
 - Financial Statement Collection and Important Data Points
 - Inspections Due, Ratings, and Deferred Maintenance
 - Environmental Info or Property Changes
 - Tenant, Rent Roll and Property Management Changes
 - o Various Escrow Requirements
 - × Analysis due
 - Monitor reserves
 - Tax and Insurance Requirements
 - Insurance Requests and Compliance
 - O Servicing Tasks

Template Name	Category
AUDITED ANNUAL FINANCIAL STATEMENT	Asset - Financial Stmts
BUDGETED CAP EX NOT COMPLETED	Asset - Financial Stmts
COLLECT FINANCIAL STATEMENTS AND OTHER DOCS	Asset - Financial Stmts
DSCR FALLS BELOW THRESHOLD	Asset - Financial Stmts
DSCR FALLS BELOW THRESHOLD (DATE)	Asset - Financial Stmts
DSCR NOI FALLS BELOW TARGET	Asset - Financial Stmts
DSCR TRIGGER REVIEW	Asset - Financial Stmts
ENERGY METRIC COVENANT	Asset - Financial Stmts
FINANCIAL STATEMENTS COLLECTION	Asset - Financial Stmts
GROSS SALES REVENUE BELOW THRESHOLD	Asset - Financial Stmts
NOI FALLS BELOW THRESHOLD	Asset - Financial Stmts
SPREAD OPERATING STATEMENT	Asset - Financial Stmts
ANNUAL INSPECTION	Asset - Inspection/Deferred
COLLECT INSPECTION	Asset - Inspection/Deferred
COMPLETION REPAIR	Asset - Inspection/Deferred
DEFERRED MAINTENANCE	Asset - Inspection/Deferred
DEFERRED MAINTENANCE NOT COMPLETED	Asset - Inspection/Deferred
INSP. FOLLOW-UP; DEFERRED MAINT LIFE SAFETY	Asset - Inspection/Deferred
INSP. FOLLOW-UP; DEFERRED MAINT NON LIFE SAFETY	Asset - Inspection/Deferred
INSPECTION MANAGEMENT	Asset - Inspection/Deferred
INSPECTION ORDERING	Asset - Inspection/Deferred
INSPECTION TRAILER USING MAPPING TOOL	Asset - Inspection/Deferred
O&M NOT COMPLETED	Asset - Inspection/Deferred
OBTAIN CERTIFICATE OF OCCUPANCY	Asset - Inspection/Deferred
POOR INSPECTION RATING	Asset - Inspection/Deferred
POOR INSPECTION RATING (DATE)	Asset - Inspection/Deferred
REQUIRED REPAIRS	Asset - Inspection/Deferred

Template Name	Category
CHANGE TO PROPERTY	Asset - Other
ENVIRONMENTAL REMEDIATION NOT COMPLETED	Asset - Other
LOAN BOARDING ASSET MANAGEMENT	Asset - Other
UCC RENEWAL PROCESS	Asset - Other
CHANGE IN PROPERTY MANAGEMENT	Asset - Tenant/Rent Roll/Prop Mgmt
COMMERCIAL LEASE REVIEW	Asset - Tenant/Rent Roll/Prop Mgmt
CO-TENANCY CLAUSE/ABILITY TO TERMINATE	Asset - Tenant/Rent Roll/Prop Mgmt
CREDIT TENANT PROCESS	Asset - Tenant/Rent Roll/Prop Mgmt
DEFAULT UNDER LEASE	Asset - Tenant/Rent Roll/Prop Mgmt
LEASE / SNDA	Asset - Tenant/Rent Roll/Prop Mgmt
LEASE EXPIRATION- NON RENEWAL OF KEY TENANTS	Asset - Tenant/Rent Roll/Prop Mgmt
MANAGEMENT AGREEMENT DEFAULT	Asset - Tenant/Rent Roll/Prop Mgmt
MANAGER FILES BANKRUPTCY	Asset - Tenant/Rent Roll/Prop Mgmt
NET WORTH BELOW THRESHOLD (TENANT)	Asset - Tenant/Rent Roll/Prop Mgmt
OCCUPANCY RATE BELOW THRESHOLD	Asset - Tenant/Rent Roll/Prop Mgmt
OCCUPANCY RATE BELOW THRESHOLD (DATE)	Asset - Tenant/Rent Roll/Prop Mgmt
OIL & GAS LEASE	Asset - Tenant/Rent Roll/Prop Mgmt
PROPERTY MANAGEMENT CHANGE	Asset - Tenant/Rent Roll/Prop Mgmt
RENT ABATEMENT PERIOD	Asset - Tenant/Rent Roll/Prop Mgmt
TENANT "GOES DARK"	Asset - Tenant/Rent Roll/Prop Mgmt
TENANT BANKRUPTCY	Asset - Tenant/Rent Roll/Prop Mgmt
TENANT BUILD OUT NOT COMPLETED	Asset - Tenant/Rent Roll/Prop Mgmt
TENANT DOES NOT RENEW	Asset - Tenant/Rent Roll/Prop Mgmt
TENANT DOES NOT RENEW (DATE)	Asset - Tenant/Rent Roll/Prop Mgmt
TENANT TERMINATES LEASE/RECEIVES PYMT	Asset - Tenant/Rent Roll/Prop Mgmt
ESCROW ANALYSIS	Escrow Analysis
ESCROW SHORTAGE	Escrow Analysis
SPECIAL REQUEST ESCROW ANALYSIS	Escrow Analysis

FURNITURE, FIXTURE, & EQUIPMENT RESERVEEscrow ReservesREPAIR ESCROW EXTENSIONEscrow ReservesRESERVE DRAWEscrow ReservesRESERVE FINAL MATURITY PROCESSEscrow ReservesTAX REQUIREMENT NOT METEscrow TaxCASUALTY LOSSInsuranceENV INSURANCE REQUIREMENT ARE NOT METInsuranceHAZARD LOSSInsuranceINSURANCE LOSSInsuranceINSURANCE NON COMPLIANCEInsuranceREQUEST FOR LIABILITY COVERAGEInsuranceORIGINATION FEESOriginationNET WORTH & LIQUIDITY BELOW THRESHOLDRelationshipACQUISITION UPGRADE/REHABServicingANNUAL COMPLIANCE FOR OUR COMPANYServicing
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NET WORTH & LIQUIDITY BELOW THRESHOLD Relationship ACQUISITION UPGRADE/REHAB Servicing
ACQUISITION UPGRADE/REHAB Servicing
ANNUAL COMPLIANCE FOR OUR COMPANY Servicing
BORROWER SUPPORT Servicing
CAP (MAXIMUM BALANCE) Servicing
CHECK MANAGEMENT PROCESS Servicing
COLLECT PAYMENT Servicing
COLLECT TAX Servicing
CONDEMNATION Servicing
COVENANT TRACKING Servicing
CREDIT RATING BELOW TARGET (BWR/GTR) Servicing
CREDIT RATING BELOW TARGET (TENANT) Servicing

	ategory
	ervicing
	ervicing
DECEASED KEY PRINCIPAL Se	ervicing
DECLINE IN CREDIT RATING OF SWAP COUNTERPARTY Se	ervicing
DOCUMENTS REQUIRED FROM Se	ervicing
BORROWER/GUARANTOR/SCHOOL	
EVENT OF DEFAULT (BWR REPS) Se	ervicing
EVENT OF DEFAULT (GENERIC) Se	ervicing
EXTENSION Se	ervicing
FEE PROCESS Se	ervicing
FINANCIAL RATING Se	ervicing
FLOOR (MINIMUM BALANCE) Se	ervicing
FOLLOW UP WITH BORROWER Se	ervicing
FOLLOW UP WITH MANAGEMENT COMPANY Se	ervicing
LOAN REQUIREMENT NOT MET Se	ervicing
LTV FALLS BELOW THRESHOLD Se	ervicing
MONTHLY CONSTANT CHANGE Se	ervicing
NOTIFY PROGRAM CFGI INFORMATION IS REC'D Se	ervicing
NSF PROCESS Se	ervicing
PAYOFF PROCESS Se	ervicing
PRE-APPROVED TRANSFER Se	ervicing
PREPAYMENT PREMIUM SET UP	ervicing
SPECIAL SERVICING LOAN PROCESS Se	ervicing
WAIVE LATE CHARGE Se	ervicing
ADDITIONAL ADVANCE Se	ervicing - Advance/Draw
CONSTRUCTION DRAW Se	ervicing - Advance/Draw

Template Name	Category
HEDGE/SWAP	Servicing - Hedge etc.
RESERVE RATE CAP	Servicing - Hedge etc.
SPRINGING RATE REQUIREMENT	Servicing - Hedge etc.
CMBS- SPECIAL SERVICING LOAN PROCESS	Servicing - Investor
IR REMITTANCE PROCESS	Servicing - Investor
LENDER/MASTER CERTIFICATION	Servicing - Investor
REMARKETING OF BONDS	Servicing - Investor
LOAN NOT PAID OFF AT MATURITY/ ARD	Servicing - Maturity
MATURITY PENDING PROCESS	Servicing - Maturity
PENDING MATURITY	Servicing - Maturity
NEW LOAN DOCUMENT TRACKING	Servicing - New Loan
NEW LOAN SETUP	Servicing - New Loan
POST CLOSING OBLIGATION NOT MET	Servicing - New Loan
QC/LOAN BOARDING	Servicing - New Loan
ADDITIONAL ENCUMBERANCE	Servicing BRW Request
ASSUMPTION	Servicing BRW Request
BORROWER REQUEST/CONSENTS	Servicing BRW Request
BORROWER TRANSFER	Servicing BRW Request
CHANGE OF USE OR CONVERSION OF USE	Servicing BRW Request
COLLATERAL RELEASE / ACHIEVEMENT AGREEMENT	Servicing BRW Request
CONDO CONVERSION	Servicing BRW Request
EASEMENT	Servicing BRW Request
EXPANSION/ADDITION	Servicing BRW Request
PARTIAL RELEASE	Servicing BRW Request
TAX ABATEMENT REVIEW	Servicing BRW Request

Poll question.



What Business Processes do you wish were magic?

SECTION 2



How Do I Get Started?

Thinking Automation

What Happens Today

- The user created a report to remind you to do something
- The user tracks the work to do and what was done in a spreadsheet

 Multiple reports and spreadsheets are need to track different processes for different investors

When Strategy does the work

- Strategy monitors the data and a Rule starts a Process automatically or the user runs an ad hoc report and starts a Process from the result set.
- The Process & Task Queue notifies you of work to be done and tracks progress for you
- All work can be in one queue, Find, Sort and Filter to view the work your way, or create separate queues

Inventory the Workflows You Do Today

• Start with Pain Points, High Risk and Compliance Items

Business Process Inventory

Business Process	Process Template	Is the business process performed by one group or multiple Groups?	Volume	Frequency

Inventory the Workflows You Do Today (Cont.)

• Start with Pain Points, High Risk and Compliance Items

Process Template	Start	One-time or Recurring	Frequency	Category
Loan Boarding Asset Management		One-time		Asset Management
DSCR Falls Below Threshold	Date	Recurring	Quarterly	Asset Management
Financial Statements		Recurring	Quarterly	Asset Management
Inspections		Recurring	Annual	Asset Management
Debt Yield Falls Below Threshold				Asset Management
Event of Default (BWR Reps)	Manual Start			Asset Management
Loan not Paid Off at Maturity/ ARD				Asset Management
LTV Falls Below Threshold	Date Driven			Asset Management
Net Worth & Liquidity Below Threshold	Date Driven			Asset Management
NOI Falls Below Threshold	Date Driven			Asset Management
Occupancy Rate Below Threshold				Asset Management
Credit Rating Below Target (Tenant)	Date Driven			Asset Management
		İ		
	DSCR Falls Below Threshold Financial Statements Inspections Debt Yield Falls Below Threshold Event of Default (BWR Reps) Loan not Paid Off at Maturity/ ARD LTV Falls Below Threshold Net Worth & Liquidity Below Threshold NOI Falls Below Threshold Occupancy Rate Below Threshold	DSCR Falls Below Threshold Date Financial Statements Inspections Inspections Debt Yield Falls Below Threshold Event of Default (BWR Reps) Manual Start Loan not Paid Off at Maturity/ ARD Date Driven LTV Falls Below Threshold Date Driven Net Worth & Liquidity Below Threshold Date Driven NOI Falls Below Threshold Date Driven Occupancy Rate Below Threshold Date Driven	DSCR Falls Below Threshold Date Recurring Financial Statements Recurring Inspections Recurring Debt Yield Falls Below Threshold Recurring Event of Default (BWR Reps) Manual Start Loan not Paid Off at Maturity/ ARD Inspections LTV Falls Below Threshold Date Driven Net Worth & Liquidity Below Threshold Date Driven NOI Falls Below Threshold Date Driven Occupancy Rate Below Threshold Date Driven	DSCR Falls Below Threshold Date Recurring Quarterly Financial Statements Recurring Quarterly Inspections Recurring Annual Debt Yield Falls Below Threshold Recurring Annual Event of Default (BWR Reps) Manual Start Image: Comparison of the shold Loan not Paid Off at Maturity/ ARD Date Driven Image: Comparison of the shold Net Worth & Liquidity Below Threshold Date Driven Image: Comparison of the shold NOI Falls Below Threshold Date Driven Image: Comparison of the shold Occupancy Rate Below Threshold Image: Comparison of the shold Image: Comparison of the shold

Questions About Process

- Who are the typical users of Strategy's Process Manager
 - Business people
- What type of Business people?
 - Portfolio or Asset Mangers and Analysts, Operational (Tax, Insurance Payment process, Investor Reporting, New Loan, basically all functional areas)
- Who creates Process and Tasks in Strategy?
 - Business people who have security

SECTION 3



Processes, Tasks, Templating, and More

When Is It A Task vs. Process

- Task
 - Single Step or To-Do
 - ("Send Mom Flowers")
 - Building block for larger Process
 - ("Call Borrower")
 - Usually has Start and End Date
 - ("Receive Inspection Report")

- Process
 - Groups of Tasks Linked Together
 - Could be Recurring
 - Many Steps, Different Users
 - Started by a Rule

Linking Process and Tasks

- Linked to One or More
 - Loans
 - Property
 - Collateral
 - Investor
 - 3rd Party
 - Name/Address ID
 - Inspection
 - Insurance
 - Tenant
- ... Or Nothing

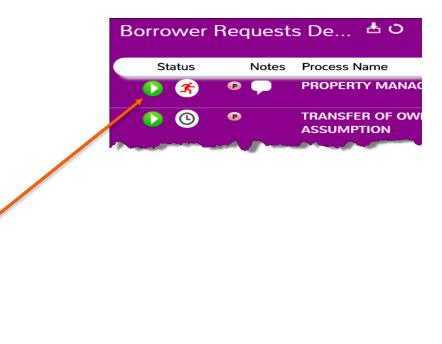
0	ок	Apply	Cancel	Tools 🔻

Process Management

	Status:	OPEN			A
	Process Type:	REMINDER PROCE	ss		
	Process Sub-Type:			~	
	Process Short Description:	REMINDER PROCI	ss		
	Process Long Description:				
	Category:			-	
	Sub-Category 1:			· · · · · · · · · · · · · · · · · · ·	
	Sub-Category 2:			-	
	Sub-Category 3:			-	
	Linked To:	(+)			
		LOAN	- 445		8
	rocess Start Date:	10/05/2015	🛗 😳		
	Process Due Date:		📑 💿 🔽 Syn	hronize with last Task	
Addition	nal Information				
Process	Tasks				
🖉 Comp	act view				
Order	Task Description		Task Status	Most Recent Note	
10	REMINDER			Call borrower on v	where the pa
20	REMINDER			Send check to cur	mont address

Go To Links

- Allow a Task to go Directly To
 - Appraisal
 - BuildRite
 - Collateral
 - Contact Log
 - Document Checklist
 - Financial Statements
 - Inspections
 - Insurance
 - Mapping Tool
 - Rent Rolls
 - Trigger Abstract
 - Watch List
- And More!



One Time vs. Recurring

- One-Time
 - Single Task or Follow Up
 - Multi Step Reminder (Reminder Process)
 - Document Checklist/Covenant Tracking
 - New Loan Boarding

- Recurring
 - Annual Collections (Taxes)
 - Recurring Checklist (Credit Tenant Process)
 - Annual Remittances
 - Float Year (Internal Compliance)
 - Annual Collections Across Multiple Areas (Inspections, Financial, Rent Rolls, etc.)

How to Create a Task Template

- To create a new task template
 - Process Manager search
 - \star Tools

× New

▼ Task Type Template Search





Process Management Search > Task Type Template Search

▼ Task Type Template Maintenance



<u>Process Management Search</u> > <u>Task Type Template Search</u> > <u>Task Type Template Maintenance</u>

Task Template

Cancel Delete

Task Type Ten

Process Management Search » Task Type Template Search » Task Type Template Maintenance

aintain Task Type Template ID: #	
Task Type:	
Category:	▼
Sub-Category 1:	v
Sub-Category 2:	
Sub-Category 3:	· · · · · · · · · · · · · · · · · · ·
Default Job Function Assignment:	· · · · · · · · · · · · · · · · · · ·
Default Role Assignment:	▼
Task Frequency:	ONE-TIME Image: Month/Day # Days Recurring Interval (Ex. every 2 years)
Automatically Start Task:	
Task Start Date Indicator:	0-USER ENTERS DATE
Task Due Date Indicator:	0-USER ENTERS DATE

Recommended Fields for Every New Task

- o Task Type
- Category
- Default Job Description Assignment
- o Task Frequency
- o Task Start Date Indicator
- o Task Due Date Indicator

Process

- A group of tasks tied together to complete a complex job
- Steps (A.K.A. Tasks) in the Process can be performed sequentially or simultaneously
- A Process can be recurring or one time.
- A Process may be assigned a Responsible Party
- Can be automatically started by Strategy's Rules Engine

How to Create New Process Template

• To create a new process template (form)

-			
	Refresh	New 🔻	Tools 🔻

• Process Manager search

× Tools



Process Management Search » Process Template Search

- Process Templates Search
- × New



Process Management Search » Process Template Search » !

Process Template Maintenance

Process Template



Process Template Maintenance

Process Management Search » Process Template Search » Process Template Maintenance

Maintain Process Template I	D: #										
Process Type:			1		Inactive:						
Process Short Description:			1		Recurring or One-Time:	ONE-TIME	-				
Process Long Description:					Frequency:		Ψ.	- / -	Start Month	n/Day	
						# Days Recurr		Ex, every 2 yea	rs)		
Process Sub-Type:			-		Responsible Party:						
Category:			-		Role:						
Sub-Category 1:			-		Severity Level:	-					
Sub-Category 2:			•		Approved:						
Sub-Category 3:			-		Next Process to Start:					Co	nfirm Before Starting
Start Date Indicator:	1-USE CURRENT DATE		•		Case Number:						
Due Date Indicator:	0-USER ENTERS DATE		🚽 🔽 Due Date synchroniz	ed with last Task	User Amount:	0.00					
#Days Required to Complete:					All Tasks are Sequential:						
 Additional Information 											
Process Template Tasks											
Select Task Type from Templat	e:			•	Add > ReSequence	Ignore Categor	y 🔽 Comp	act view			
Order Task Type		Task Status Assi	gned To	Role	A/S Start In	ndicator	Due Indica	ator	#Days	Sev	Options

Recommended Fields for Every New Process

- O Process Type
- O Process Short Description
- O Category
- Task Start Date Indicator
- Task Due Date Indicator
- O Recurring or One-Time
- Responsible Party

SECTION 4



Day In, Day Out

Process Manager & Process/Task Queue

Automate <u>all</u> of your processes

- Quickly assign and route work to whoever you want (even third party vendors)
- Completely visibility to all parties with your notes and associated documents in one central location
- Consents, covenants, asset management, etc.
- Eliminate the need for reminders and ticklers when implemented
- Provides a complete history and audit trail you can pull up instantly on screen

Payoff Pr	ocess Det	ail 🗄 O	🏌 Create New 🕚 Start 🗸	Complete 🔲 ۱	Naived 📃 Inact	ive 😃 Reassign Job Fun	ction 🥼 Reassign Role 🔍 Notes	🔤 Email 🚯 Vi	iew Process 🚯 View Task	Search ダ Fees :≣ Document C	hecklist	Θ
Status	Notes	Process Name	Active Task(s)	Start	Due	Related To	Assigned To	Days Left	Borrower	Property	Investor	Officer
F	₽ 🧭	PAYOFF PROCESS	SENT INVESTOR/ LENDER/MASTER SERVICER QUOTE FOR REVIEW	02/13/2017	02/15/2017	1LOAN 445	John Doe, Asset Manager 1	-915	AMERRICA MANAGEMENT CORPORATION	VARIOUS	GinnieMae MBS [24]	SMYTH JOHN
0	• 🗭 🗍	PAYOFF PROCESS	RECEIVE PAYOFF REQUEST AND CALCULATE QUOTE	10/19/2016		1LOAN 445	Jane Doe, Asset Manager 4		AMERRICA MANAGEMENT CORPORATION	VARIOUS	GinnieMae MBS [24]	SMYTH JOHN
GO TO P	ayoff Process	PAYOFF PROCESS	PAYOFF QUOTE SENT TO BORROWER	10/19/2016	10/21/2016	iLOAN 200000001	Jane Doe, Asset Manager 4	-1032	Opal Management Company	VARIOUS	ABC Investment [501]	JANE DOE

Process and Task Queue

Process Desc	Due	Related
INSPECTION	09/30/2015	110681
INSPECTION	09/30/2015	i LOAN 110681
My Work Task Task Desc	Due	Related
REVIEW	Die	
INSPECTION		i LOAN 110681

Process Manager Application Widget

VS.



- Monitor the status of existing Processes and Tasks
- Can't edit the templates

- Advanced Search Capabilities
- Create templates for Tasks and Processes

Use the Edit Widget option to filter the **Process &** Task Queue to show the work you want to see

Edit Widget	х	
uni de esta miste		
Widget Title	My Work	
Process or Task	Task 🔻	
Severity	¥	
Assigned To	T	
Job Functions	EFRATTAR, Asset Manager MGR (TASK) _ JALLENJA, AM HEAD (AM HEAD) JALLENJA, Test Analyst 4 (TEST ANALY) JANE DOE, ABC INSPECTOR JANE DOE, ASSET MANAGER 4 (AM) JANE DOE, PORTFOLIO MANAGER 8 JOAN SITTARD, DEVTEST	on bu
Role	T	
Process Type	©COMMERCIAL MORTGAGE RESERVE R ©WATCHLIST INITIAL WORKFLOW ACQUISITION UPGRADE/REHAB ADDITIONAL ADVANCE ADDITIONAL ENCUMBERANCE ANNUAL COMPLIANCE FOR OUR COMPA ▼	
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Category	τ	
Category 1	•	
Category 2	•	
Category 3	•	
Investor	•	
Passed Start Date		
Passed Due Date		
Start Date prior End of Month		
Ok Cancel		

How to use Task Template to Create New Task

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New Single Task

From	m Task Type Template:		
	Task Description:		
	Assigned To:	<peterpaul, 3<="" manager="" portfolio="" th=""><th></th></peterpaul,>	
	Send Email?:		
	Linked To:	•	٩,
	Allow Duplicates:		OK Cance
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How to Create New Task

- From Process Manager Search
 - O New -> Task From Template
 - Select Task from Dropdown
 - O Hit OK
- It will now show on your Task Widget

Task Widget

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My Work De	etail さり								Search		Θ
		🔏 Create New 🕚 Start	🗸 Complete 🔲 \	Waived 📃 Ina	ctive 😃 Reassign Job	Function 😃 Reassign Role 🔍 Note	s 🖾 Email 🚯	View Process 🚯 View Ta	sk 🎻 Fees 🗮 Document	Checklist	
Status	Notes Process Name	Task Description	Start	Due	Related To	Assigned To	Days Left	Borrower	Property	Investor	Officer
								CORPORATION			
O	-	CALL BORROWER			1 LOAN 109534	Karen Jones, Portfolio Manager 1		PENN JERSEY MANAGEMENT CORPORATION	ABC Properties INC	ABC Investment [501]	ADAMS JOH
©	-	FREE FORM			i LOAN 109534	Karen Jones, Portfolio Manager 1		PENN JERSEY MANAGEMENT CORPORATION	ABC Properties INC	ABC Investment [501]	ADAMS JOH
6	TENANT DOES NOT RENEW (DA rent_roll.pdf	TE) DETERMINE NOTICE RENEWAL DATE	10/20/2015	11/19/2015	LOAN 109534 MULTIPLE (2)	John Doe, Asset Manager 1	-1545	PENN JERSEY MANAGEMENT CORPORATION	ABC Properties INC	ABC Investment [501]	ADAMS JOH
0		TE) UPDATE NOTES WITH FINDINGS & ROLL TRIGGER TO NEXT REVIEW DATE	11/20/2015	12/19/2015	iloan 109534 Multiple (2)	John Doe, Asset Manager 1	-1515	PENN JERSEY MANAGEMENT CORPORATION	ABC Properties INC	ABC Investment [501]	ADAMS JOH
<mark> ></mark> 35	DSC R FALLS BELOW THRESHOL	D PASS TESTS RESULTS UPDATED IN STRATEGY AND NEXT REVIEW DATE IS ADVANCED	11/02/2015	12/02/2015	iloan 109534	John Doe, Asset Manager 1	-1532	PENN JERSEY MANAGEMENT CORPORATION	ABC Properties INC	ABC Investment [501]	ADAMS JOH
D 37	DSC R FALLS BELOW THRESHOL	D PREPARE ESCALATION	11/02/2015	11/02/2015	100AN 109534	John Doe, Asset Manager 1	-1562	PENN JERSEY MANAGEMENT CORPORATION	ABC Properties INC	ABC Investment [501]	ADAMS JOH
0	DSC R FALLS BELOW THRESHOL	D PREPARE AN ACTION FORM			iloan 109534	John Doe, Asset Manager 1	0	PENN JERSEY MANAGEMENT CORPORATION	ABC Properties INC	ABC Investment [501]	ADAMS JOH
0	TEN ANT "GOES DARK"	CONFIRM OCCUPANCY, VIA PHONE TO BUSINESS OR EMAIL TO BORROWER	05/19/2016	06/07/2016	LOAN 109534 MULTIPLE (2)	John Doe, Asset Manager 1	-1344	PENN JERSEY MANAGEMENT CORPORATION	ABC Properties INC	ABC Investment [501]	ADAMS JOH
0	TEN ANT "GOES DARK"	UPDATE NOTES WITH FINDINGS & ROLL TRIGGER TO NEXT REVIEW DATE	06/08/2016	06/27/2016	ILOAN 109534 MULTIPLE (2)	John Doe, Asset Manager 1	-1324	PENN JERSEY MANAGEMENT CORPORATION	ABC Properties INC	ABC Investment [501]	ADAMS JOH
0	TEN ANT "GOES DARK"	CONFIRM TENANT ON MOST RECENT RENT ROLL IN SAME SPACE/SF	07/28/2016	08/17/2016	ILOAN 109534 MULTIPLE (2)	John Doe, Asset Manager 1	-1273	PENN JERSEY MANAGEMENT CORPORATION	ABC Properties INC	ABC Investment [501]	ADAMS JOH
0	TEN <mark>ANT "GOES DARK"</mark>	UPDATE NOTES WITH FINDINGS & ROLL TRIGGER TO NEXT REVIEW DATE	09/07/2016	09/26/2016	LOAN 109534 MULTIPLE (2)	John Doe, Asset Manager 1	-1233	PENN JERSEY MANAGEMENT CORPORATION	ABC Properties INC	ABC Investment [501]	ADAMS JOH
0	NET WORTH & LIQUIDITY BELO THRESHOLD	W RETRIEVE GUARANTOR'S FINANCIAL STATEMENTS TO DETERMINE THRESHOLD REOIJIBERMENT	10/20/2016	11/19/2016	i LOAN 109534 MULTIPLE (2)	John Doe, Asset Manager 1	-1179	PENN JERSEY MANAGEMENT CORPORATION	ABC Properties INC	ABC Investment [501]	ADAMS JOH

Task Widget

- To Work with a Task in your Widget
 - Highlight the Task
 - Select an Action
 - ▼ Start, Complete, Waive
 - × Reassign
 - ✗ View Notes
 - × View Process
 - ✗ Send Email

How to use Process Template to Create a Process

Refresh New 🔻 Tools 🔻

Process Management Search

Process Management Search

Compact view			Ву	Process 💿 By Task					Page Size: 20 👻
▶ Advanced Search									
Process Type	Sub-Type	Workflow	Process Short Description	Start Date	Due Date	Days Frequency	Status	Linked To	Responsible Party
ANNUAL COMPLIANCE FOR OUR COMPANY			ANNUAL COMPLIANCE FOR OUR	R C 01/15/2015	06/30/2015	-101 RECURRING	G OPEN	INVESTOR Commercial Investo	r 501 KPETERPAUL, Portfo
LOAN BOARDING ASSET MANAGEMENT	CREFC		LOAN BOARDING ASSET MANA	GE 09/23/2015	10/11/2015	2 ONE-TIME	OPEN	LOAN 445	KPETERPAUL, Portfo
COLLECT INSPECTION			COLLECT INSPECTION	10/02/2015	10/02/2015	-7 RECURRING	6 OPEN		KPETERPAUL, Portfo
REMINDER PROCESS			REMINDER PROCESS	10/05/2015		8 ONE-TIME	OPEN	LOAN 445	KPETERPAUL, Portfo
COLLECT INSPECTION			COLLECT INSPECTION	10/05/2015	10/05/2015	-4 RECURRING	G OPEN	LOAN 445	KPETERPAUL, Portfo
COLLECT INSPECTION		New Process By C	Category From Template						× KPETERPAUL, Portfo
COLLECT INSPECTION									KPETERPAUL, Portfo
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COLLECT INSPECTION									KPETERPAUL, Portfo
RESERVE PROCESS									KPETERPAUL, Portfo
RESERVE PROCESS									KPETERPAUL, Portfo
DOCUMENT CHECKLIST			Template Description:						KPETERPAUL, Portfo
IR REMITTANCE PROCESS									KPETERPAUL, Portfo
IR REMITTANCE PROCESS									KPETERPAUL, Portfo
CREDIT TENANT PROCESS			Short Description: Ente	er a short description					KPETERPAUL, Portfo
IR REMITTANCE PROCESS			Responsible Party: KPE	TERPAUL, Portfolio Ma	nager 3	-			KPETERPAUL, Portfo
IR REMITTANCE PROCESS			Linked To: 👝						KPETERPAUL, Portfo
ANNUAL COMPLIANCE FOR OUR COMPANY									KPETERPAUL, Portfo
			Allow Duplicates: 🥅						
								OK Cancel	

Process Creation

• From Process Manager

- O New -> Process From Template
- Start Typing to Filter, then Select Template from Dropdown
- Hit "Link To"
 - ▼ Select Loan, Property, etc. then pick applicable item
- O Hit OK
- Process will appear in Process Manager Search and Magic Widget

Process Widget

My Work I	Detail	4 O	🛠 Create New 🕔 Start 🗸 Complete 🔳 W					Search		$\Box \Theta$
Status	Notes	Process Name	Active Task(s)	Start	Due	Related To	Assigned To	Days Left	Property	Investor
O	P	ANNUAL COMPLIANCE FOR OUR COMPANY	MULTIPLE 3	01/15/2015	06/30/2015	INVESTOR Commercial Investor 501 [501]	KPETERPAUL, Portfolio Manager 3	-101		Commercia 501 [501]
O	P	LOAN BOARDING ASSET MANAGEMENT	MULTIPLE 6	09/23/2015	10/11/2015	ILOAN 445	KPETERPAUL, Portfolio Manager 3		[134]	GinnieMae
- 3	P	COLLECT INSPECTION	RECIEVE INSPECTION	10/02/2015	10/02/2015		KPETERPAUL, Portfolio Manager 3			
O	P	REMINDER PROCESS	REMINDER	10/05/2015		ILOAN 445	KPETERPAUL, Portfolio Manager 3		[134]	GinnieMae
3	P	COLLECT INSPECTION	RECIEVE INSPECTION	10/05/2015	10/05/2015	1LOAN 445	KPETERPAUL, Portfolio Manager 3	-4	[134]	GinnieMae
3	P	COLLECT INSPECTION	MULTIPLE 2	10/05/2015	10/05/2015	COLLATERAL 224	KPETERPAUL, Portfolio Manager 3	-4	Apple Tree Estates [224]	
3	P	COLLECT INSPECTION	RECIEVE INSPECTION	10/05/2015		COLLATERAL 38	KPETERPAUL, Portfolio Manager 3		Charter Oak Apartments [38]	
3	P	COLLECT INSPECTION	MULTIPLE 2	10/05/2015	10/05/2015	COLLATERAL 38	KPETERPAUL, Portfolio Manager 3	-4	Charter Oak Apartments [38]	
3	P	TEST ALL TASK SEQ	SCHEDULE AN INSPECTION	10/06/2015	10/06/2015	COLLATERAL 209	KPETERPAUL, Portfolio Manager 3		Glen Ellyn Project 09 [209]	
3	P	TEST 2 SYNC W LAST TASK	SCHEDULE AN INSPECTION	10/06/2015	12/05/2015	COLLATERAL 209	KPETERPAUL, Portfolio Manager 3	57	Glen Ellyn Project 09 [209]	
F	P	TEST 3 BUILD INSP RECORD COMPL	SCHEDULE AN INSPECTION	10/06/2015	12/05/2015	COLLATERAL 209	KPETERPAUL, Portfolio Manager 3	57	Glen Ellyn Project 09 [209]	
©	P	RESERVE PROCESS		10/06/2015		1LOAN 150075400	KPETERPAUL, Portfolio Manager 3		[163]	Commercia 512 [512]
©	P	RESERVE PROCESS		10/06/2015		10AN 150075400	KPETERPAUL, Portfolio Manager 3		[163]	Commercia 512 [512]
F	P	DOCUMENT CHECKLIST	MULTIPLE 4	10/07/2015	11/06/2015	1 LOAN 445	KPETERPAUL, Portfolio Manager 3	28	[134]	GinnieMae
æ	P	IR REMITTANCE PROCESS	IR REMITTANCE	11/02/2015	11/02/2015	INVESTOR Commercial Investor	KPETERPAUL, Portfolio Manager 3	24		Commercia 501 [501]
					23 of 23					

Process Widget

- To Work with a Process in your Widget
 - Highlight the Process
 - Select an Action
 - ▼ Start, Complete, Waive
 - × Reassign
 - ✗ View Notes
 - ▼ View Process/Task
 - Send Email

Float year (Annual Compliance for our Company)maintenance

С ОК	Apply Cancel Copy Tools -	Process Template Maintenance									
Process Mana	Process Management Search » Process Management » Process Template Search » Process Template Maintenance										
Maintain Process Template ID: #000000020											
	Inactive:										
	Recurring or One-Time:	RECURRING									
	Frequency:	FLOAT YEAR - 1 - / 15 - Start Month/Day									
		166 # Days 6 - / 30 - Due Month/Day									
		1 Recurring Interval (Ex. every 2 years)									
P	Responsible Party:										
0	Role:										
30	ANNUAL FINANGIALS	KPETERPAUL, Portfolio Manager 🗧 👘 👘 👘 👘 👘 👘 👘 👘 👘 👘 👘 👘									
		-									



Thank you for attending our webinar. Don't forget to:



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