# Automating Servicing Tasks with Enhanced Information Exchange

Explore the number of ways McCracken can help you automate your day-to-day tasks, including available and future API



#### Agenda Synopsis

- How and Where to Identify Automation Opportunities
- Types of Automation around Data (In, Out and Between Systems)
  - MaTi Mapping Tools Current, In Process & Future
  - Report Export Mapping Tool In Process
  - API The New Information Exchange Current, In Process & Future
- Evaluating the Different Tools
  - New Loan Boarding
  - Scenario of Payment Processing Mapping Tool, API Incoming Wire & Bulk Uploader
- Summary of Automation Tools with McCracken's Strategy

#### Current Reality of Demand for Automation

Between March 2019 – March 2022, 4.5 million people quit their jobs!

- Resource Scarcity
- Lost Expertise & Knowledge

What else can we do to better leverage existing resources and gain efficiencies?

# Efficiency & Resource Management

Need to fill operational gaps through innovation

- Quicker more efficient Workflows plus (+)
- Reduce Administrative oversight

= Maximizing your resources

#### How to Identify Opportunity

Analyze Life Cycle to Identify Pain Points and evaluate them accordingly for your organization

Origination — Closing — New Loan Setup

Servicing Loan Life Cycle -> Payments -> Inv. Remittance

Covenant Tracking — Financial Data Collections

Vendor Management  $\longrightarrow$  3<sup>rd</sup> Party Information

Modification Asset Resolution (Payoff, Debt Forgiveness)

Reporting, Monitoring or KPI

#### Day-to-Day Servicing Tasks

#### Day-to-Day Servicing Tasks:

- New Loan Setups (Terms, Properties, Critical Drivers)
- Daily, Weekly, Monthly or Quarterly Recurring Activity
- Special Event Activity
- Outsourcing
- Asset Resolution

#### How to Identify Automation Opportunities

#### **Opportunities for Automation:**

- Manual and/or Repeatable Tasks (Frequency & Volume)
- Resource Strain in Existing Process
- Re-deployment of Resources, Skilled positions re-focused
- Processes that require frequent re-work (Reversals, Bill Regenerations)
- Outsourced Services
- Time Constraints or Other Bottlenecks

#### Automation

DATA DATA or DATA

• Information Exchange, Entry or Extraction

#### Data Automation

Information Exchange, Entry or Extraction

- ✓ Entering Data From System or Source to McCracken
   ○New Loan Entry, Financial Statements, Indexes (or Indices)
- ✓ Extracting Data From McCracken to another system or source
  - oFHLMC Property Reporting, Remittance Reporting, Disbursements
- ✓ Data Exchange Directly from system to system
   ○FEMA Widget, Custom Integrations (TBD)

#### What things translate to automation

- ✓ Manual Entry of Data from Document, Email or alternate sources (Mapping Tool – Financial Statement, Index Upload)
- ✓ FHLMC Property Reporting, Remittance Reporting, Disbursements ("Export Mapping Tool"/API)
- ✓ Data Exchange Directly from system to system
  - FEMA Widget, Custom Integrations (Origination System to Strategy)

#### Evolution of Data Automation

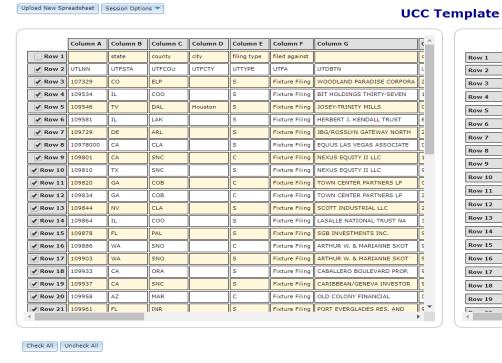
- MaTi Mapping Tool Interface
- ❖Report Export Mapping Tool Export into formatted report (NEW)
- **❖**API − Application Programming Interface

#### MaTi – Eliminate Manual Entry

- Imports any spreadsheet into the system with a one-time mapping
- All future spreadsheets are automatically recognized allowing instantaneous uploading
- Functionality will be available for PDFs (verify when)

• Creates a complete audit trail & enforces all business edits as if the info was manually

entered



#### Row 1 Row 2 Row 3 107329 ixture Filing Row 6 09581 ixture Filing Row 7 Row 8 CLA Fixture Filing 109801 Row 10 109810 Row 11 Row 12 Row 13 Fixture Filing 09844 Row 14 SNO Row 16 109886 Fixture Filing **Row 17** Row 18 ORA Fixture Filing Fixture Filing

② Data did not pass validation: business rule violation 
View Errors 
Clear Data 
Edit UCC 2 Mapping 
Validate

#### MaTi Tools Pre 20

- ✓ Tax, Insurance, UCC and Reserves
- ✓ Index Rates and Insurance Agents & Companies
- ✓ New Loan Setup Files (aka. NFILES)
- ✓ Financial Statements, Appraisals, Rent Rolls & Inspections
- ✓ Bank, Investor and DDA Accounts
- ✓ Collateral and Property Allocation
- ✓ Miscellaneous Amounts and Miscellaneous Vendors
- ✓ Miscellaneous Files screens 1, 2 & 3

#### MaTi Enahncements @R20

- ✓ IRP Additions & GEO Codes Latitude and Longitude
- ✓ Insurance Analyst
- ✓ Deferred Revenue
- ✓ Incoming Wire (\*Including Direct To Lender @20A)
- ✓ Pending ARM Changes
- ✓ Construction Budget Tools for Draws/Advances

# Upcoming and Future Mapping Tools?

Summarize Mapping Tools, uses and availability today pre and @ R20A

- ✓ Insurance Company Ratings
- ✓ Payment Information (\*Direct to Lender Transactions)
- ✓ Management Company

## Data Export Mapping Tool

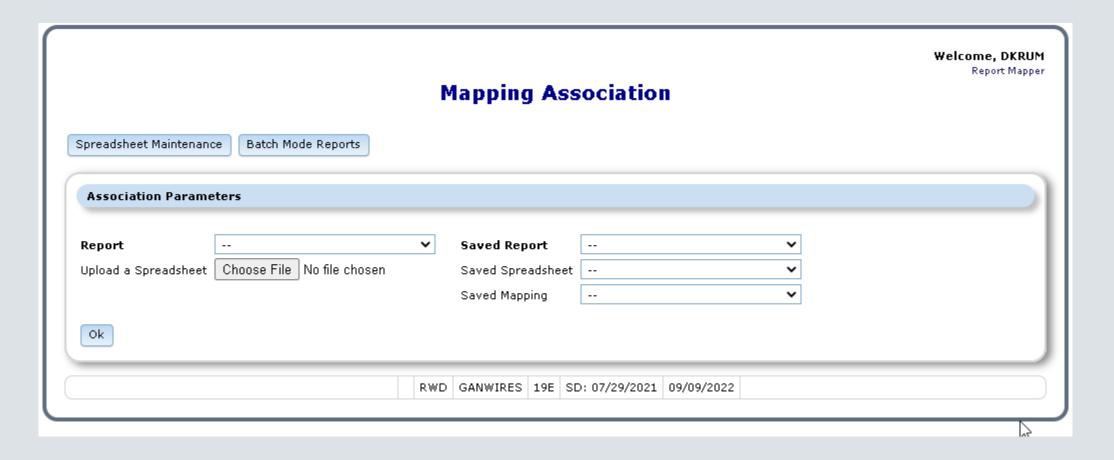
Allows for the Mapping of a Report generated from the Report Widget into a designated Spreadsheet Format

# Export Mapping Tool



#### Associate Report with Spreadsheet

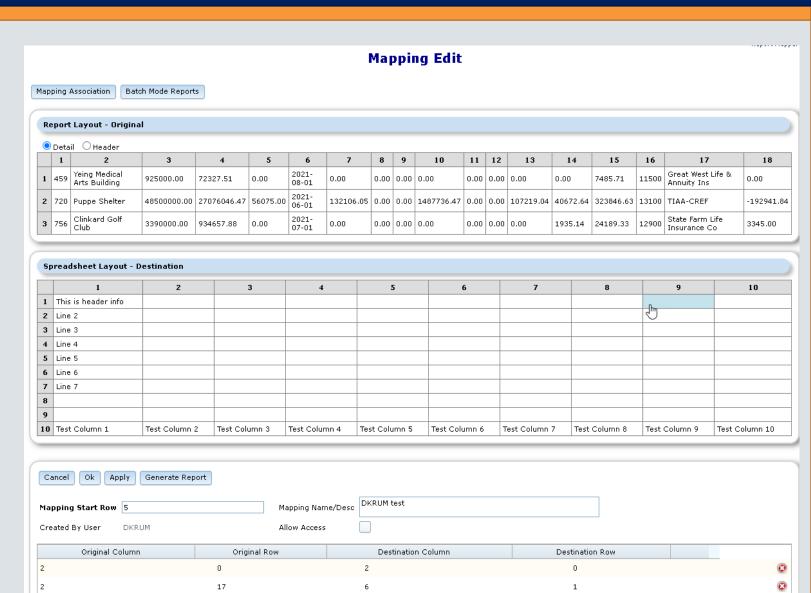
Upload & Manage Spreadsheets



Detail vs. Header
 Mapping View

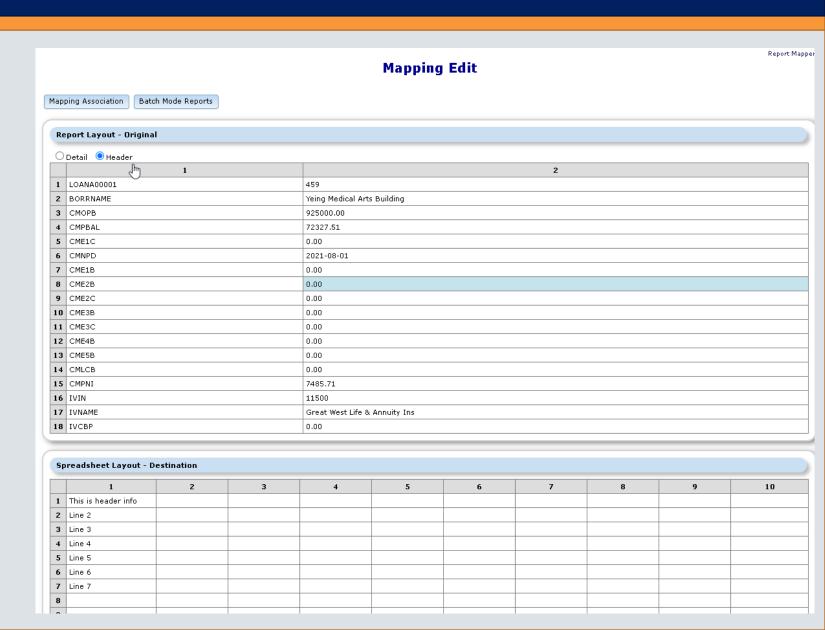
Map Report toSpreadsheet Layout

Mapping is Saved
 Source to Destination



# Header Report Setup

Customize Headers



# Strategy API's

The New Information Exchange

# Strategy API's

With Release 20, new API's are introduced:

- Customer/Business Defined external API's
- Internal API's

#### What is an API?

- API = Application Programming Interface
  - Exposes data through a consistent documented interface
  - Accessed by anyone with valid credentials & correct parameters
- Public or Private
- Allows data access outside of standard Web UI framework

#### API Examples

- CRM Integrations
  - Either exposes data for use in other applications, or can pull data in
    - Join Strategy information with deposit system, etc.
- Industry APIs
  - MISMO
- FEMA Widget

# What's available in Strategy

- Defined API's
  - New Loan Entry
  - Financial Statements
  - PINDEX
  - Freddie Mac XML Property Reporting System
  - Insurance Agents
- Internal API's
  - Self Registering API's & MetaData

# Defined API's

#### New Loan Entry

- API for Boarding of New Loans
  - "/info" an API call to receive available new loan endpoints
    - {"name":"McCrackenAPI","version":"19D.0.0\_WLP\_Build.9 26-Apr-2021
      14:06","endPoints":["/info","/loanentry","/pindex","/pinfo","/pinsc
      o","/pinscorat","/psys"],"date":"05/13/2021 13:22:20"}
    - "/loanentry" API to onboard new loan
      - One or many loans can be submitted at a time
      - Can be run in real-time batch, or at day end
- Available post-R20

#### Loan Entry Files

- New File "KNLOAN"
  - Takes Loan Number(s) from API submission and checks for duplicates in the database
    - If duplicates are found returns error message for that loan via API
    - If no duplicates, stores new Loan number for submission

#### Required Fields

- API must contain:
  - Loan Number
  - Investor Seq\*
  - Property Seq\*
  - UDF ID/Seq\*
  - Tax Desc. Number \*
  - System Escrow Num/Seq\*

- Insurance Escrow/Seq
   Num/Coverage Seq/Loi Seq\*
- Name Seq\*
- Asterisk fields applicable only when updating associated files

#### Available Loan Entry Files

- NMASTR Master
- NCIF Customer Information
- NARM ARM information
- NUDFDATA User Defined Fields
- NPROP Property
- NIMST Investor Master
- NOESC Escrow
- NRBL Balance
- NINSCV Insurance Types/Coverage

- NINSLIN Lines of Insurance
- NDMND Balloon Loan
- NACCRU Accruals
- NANAME Name
- NTXDSC Tax

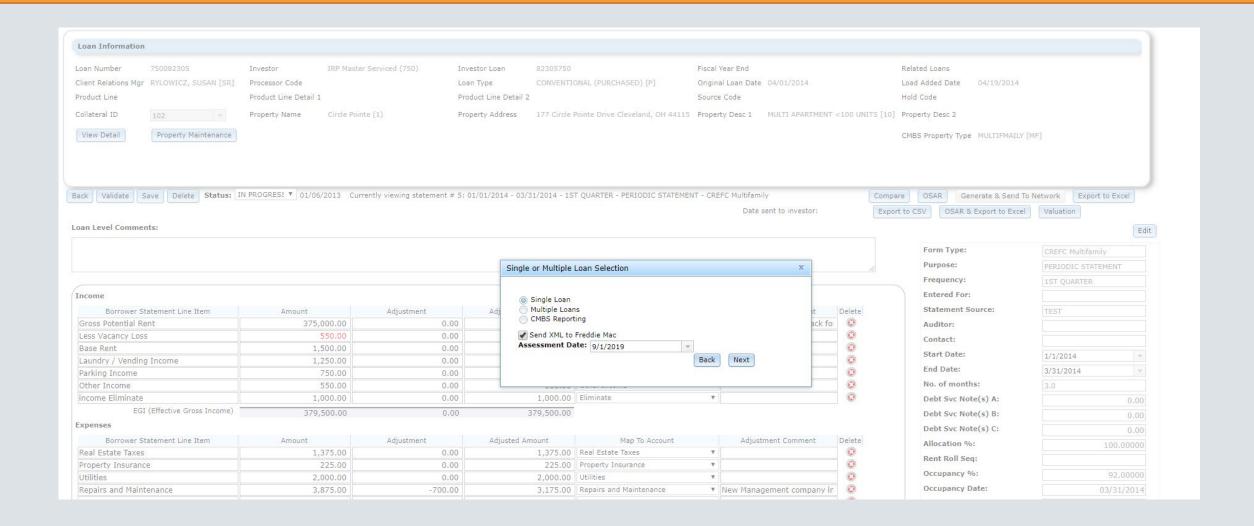
# API Responses

- Success or
  - Bad Request
  - Duplicate Loan
  - Strategy Locked

#### Freddie Mac XML – Property Reporting System

- Supports C4 Multifamily
- XML Output sent automatically to PRS through Direct API Integration
- Supports User & Password updates to sync with Freddie PRS system

#### Generated from Financial Statements



### Possible Responses

- Success or-
  - Unknown Loan Number
  - Invalid Login
  - Invalid XML Request
  - Etc.

#### Financial Statements via API

- Add or Update Financial Statements via API
- MaTi has been enhanced to automatically read a spreadsheet and upload the provided data
- API includes 2 RESTFUL endpoints
  - A. Uploads the customer's spreadsheet in base64 format
  - B. Once file is uploaded the API can be called to initiate the file processing

#### Financial Statement – Upload Spreadsheet

- Uses new Mapping Tool Template based on existing Financial Statement template
  - All mapped fields must contain values, or API will return an error
  - Existing calculation logic is preserved
- Multiple Statement Types can be uploaded with different Mappings
- Any validation errors are returned via JSON to the API
  - If no errors exist, a success message is returned

#### **Necessary Parameters**

- Upload API
  - Filename
- Processing API
  - User/Password/Data Library
  - Sheet to Process
  - Template Name
  - Associated Mapping
  - Filename from Upload API

#### Financial Statement – Process Data

When Validation is successful, second API passes data to Strategy for processing

- Supports Insert/Update
- Uses new POPMSTAPI template

#### PINDEX API

- Allows for single record Insert/Update/Delete of Index Rates (PINDEX)
  - For Insert, Rate Code (IXICOD) must exist in PINFO
- Allows Query of Index Rates with or without parameters
- Uses standard McCracken Security model
  - PINDEX changes via API stored in File Maintenance

#### Insurance Agent API

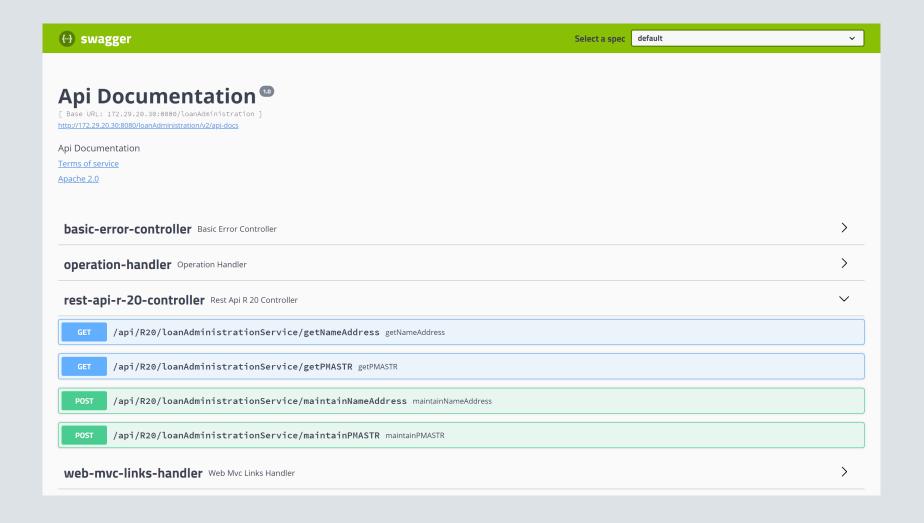
- Query of Insurance Companies (PINSCO/PINCO2)
- Insert/Update of Insurance Company Ratings (PINSCORAT)
  - VSRAGENCY must exist in PINFO
  - VSCOID must exist in PINSCO
  - Automatically selects appropriate Rating Agency (A.M. Best/Fitch/Moody's/S&P)
- Uses standard McCracken Security model

# Internal API's

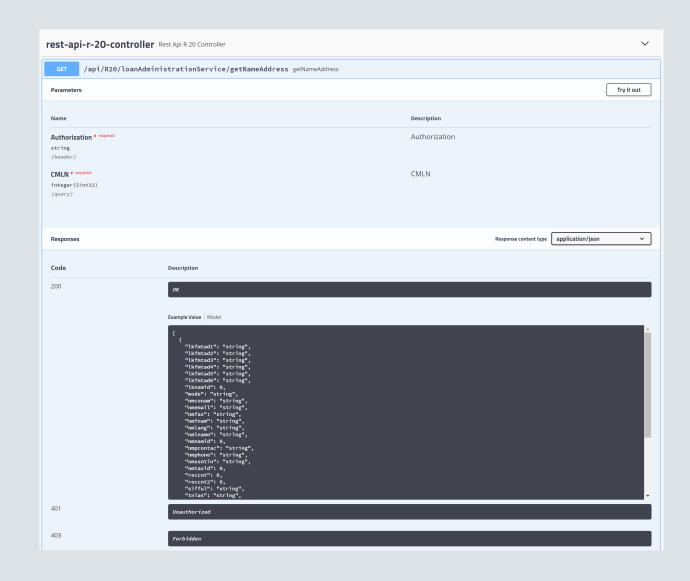
#### **API Services**

- API Service Layer
  - Standardized access to the Strategy engine
  - Reduces the tight coupling between front-end and back-end
    - Can be updated at will as long as API contracts are maintained
  - System Services: organized by function
    - Authorization, metadata, general
  - Business Services: organized by business domains
    - Loan data, Asset data, Accounting data, Insurance data, etc.
- API Documentation
  - API documentation generated when the service is built

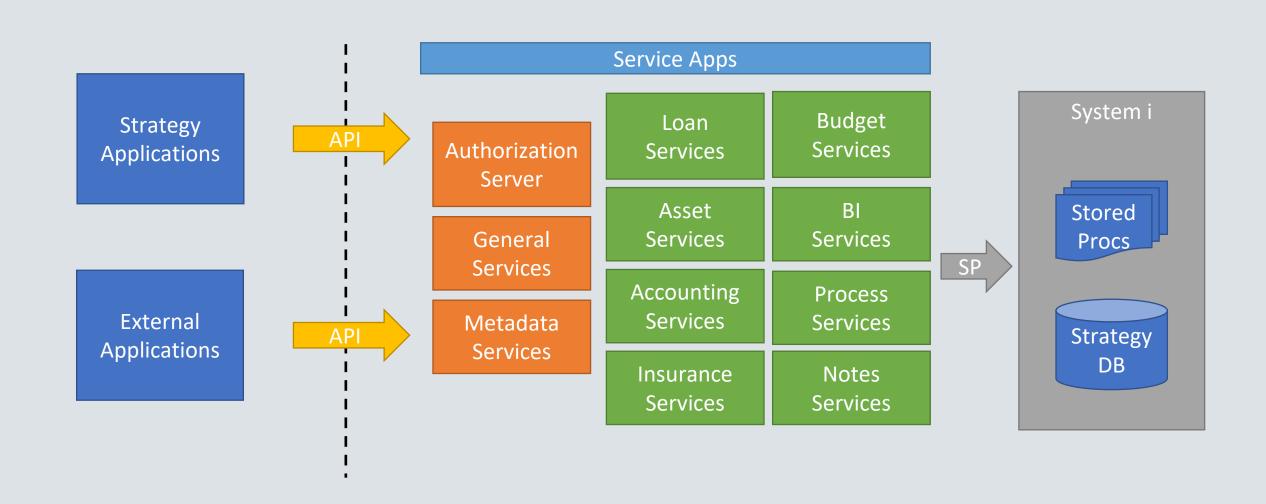
## Swagger API Documentation



## Swagger (cont.)



#### **API Services**



#### Strategy Metadata

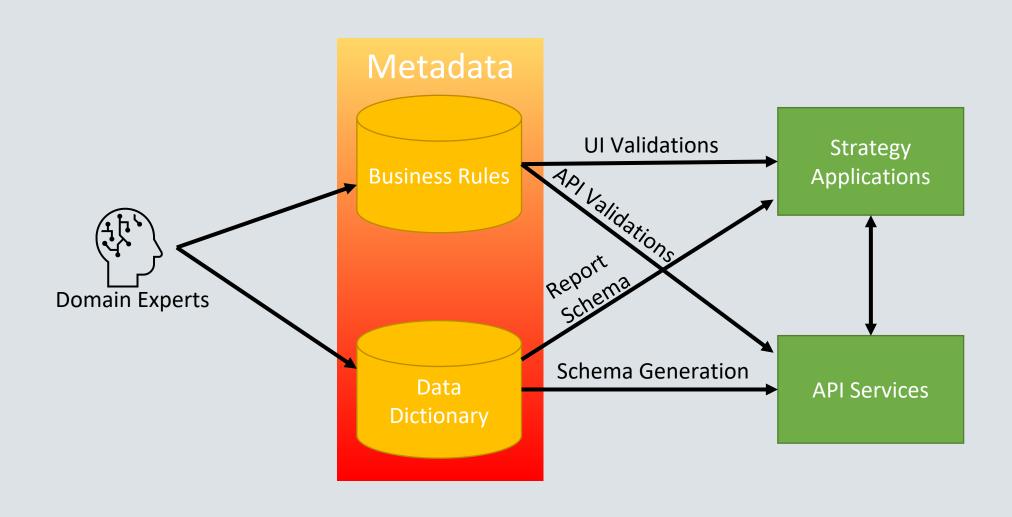
#### Data Dictionary

- Documents Strategy database structure and elements
- Provides schema definition for reporting module
- Provides business definitions for all fields in the system

#### Business Rules

- Defines data conditions when rules (constraints) are applied
- Constraints restrict available values for entry
- Used to validate entered data and control UI behaviors
- Provides business context on why constraints are applied

## Strategy Metadata



#### Other APIs

Some additional things we're working on with our clients

- Expanded New Loan Boarding
- Tranche New Loan Setup Master Credit Agreement/Credit Facility Loan Copy Function
- Payments Robotics
- Payoffs

## Which Tools are Appropriate?

How do I know which to use?

- Source of Data
- Singular or Multiple File Structures
- Structured or Unstructured Process
- Resources: Technical and Physical
- Other?

## MaTi/ Loan Entry Workbook/ API

#### New Loan Setup

- N Files Mapping Tool
- Loan Entry Workbook ("a.k.a. Smart Spreadsheets")
- New Loan API

## MaTi/ API

#### **Financial Statements**

- MaTi Financial Statement Mapping
- Financial Statement API

# Payment Processing Examples

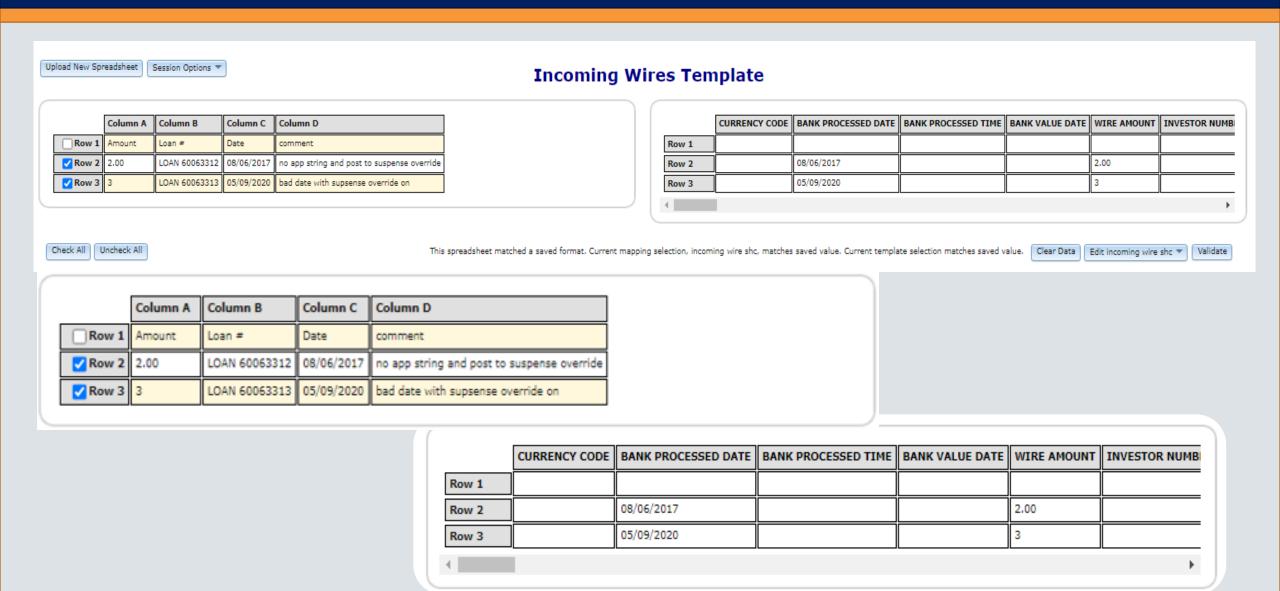
MaTi, API and Bulk Uploader

#### Payment Processing – MaTi, API or Bulk Upload

- Mapping Tool for Incoming Wire (\*Direct to Lender @ 20A)
- Payment Processing API
- Bulk Payment Uploader Tool

Tool	Version	Source	Incoming/ Outgoing	Additional Notes	Use Case
Mapping Tool	Release 20	Wire File or Other Unstructured File	Incoming	* Direct-To-Lender Available @ 20A	Manually Retrieving Wire or other Payment Files
Payment API	Release 20	API	Incoming	Uses Lockbox Programming to Process Payments	Digital Banking
Bulk Payment Uploader	Release 20A	Any Unstructured File	Both	Uses Standard Transactional Edits as if Entering Manually	Various

## MaTi - Incoming Wire Template



## Payment Mapping Tool

- Import File and Business Intelligence Attempts to Match Payments
- Auto-Posting using Lockbox Program
- Processing Manager Integration for Exception Handling
- Override Process
  - Identify & Allow to Post
  - Return Wire
  - Process to Suspense
  - Identify and Post Manually for Unmatched

## Magic behind MaTi (find the loan number)

#### Four Info Fields

- Looks for 'Loan', 'Ln', or 'Loan Payment'
- 'Reference', 'Ref', 'Re', or 'Asset'
- '#', 'No' or 'Number'
- Sequence of numbers with min length of 3 digits and maximum length of 9

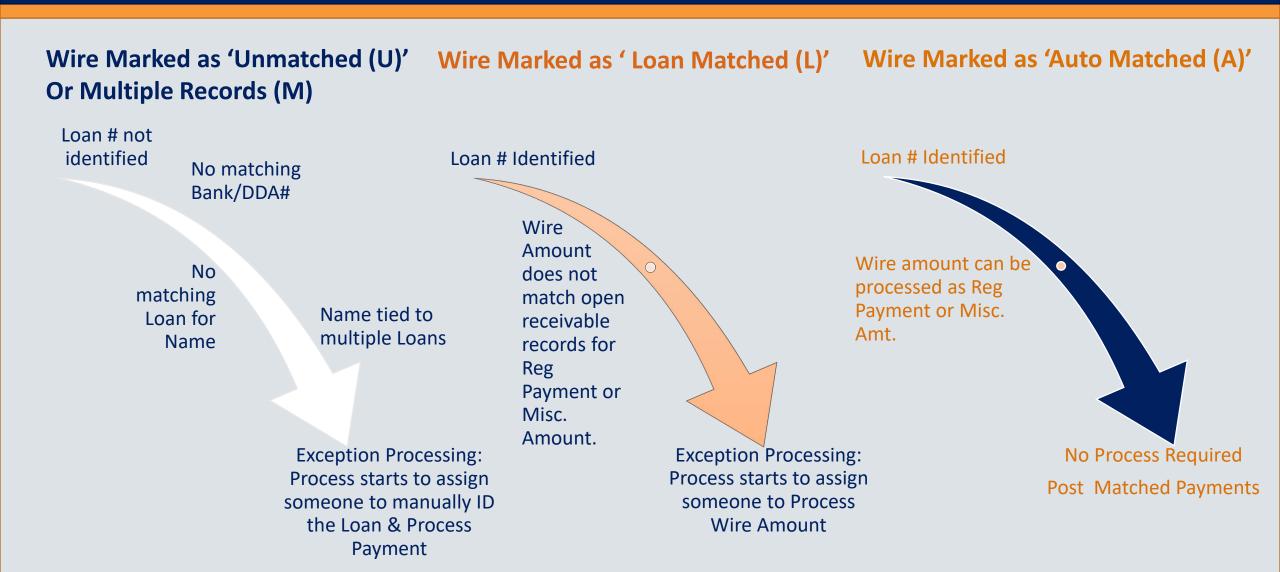
#### OR

- Checks Active Name records
- Identify the Originator of the Wire, Compare with the Primary Borrower records
- Looks for Bank/DDA# in the incoming record
- Identifies assoc. Loan(s)

Loan Number found

• Can amount be processed as Regular Payment. or Misc. Amount and payment strings (the Lockbox standard programs is used)

## Creating Wire Records After Matching



#### Processing Status and Post Status

#### **Posting Matched Payments**

#### **Process Status= Post**

- The payment runs thru the standard lockbox looking for regular payment and Misc payment that are due
- Utilizes Payment strings if they are on the loan.
- Or the override post suspense=Y
- The Post status will be come = 'Processed and Posted'

#### **Unable to Post**

#### **Process Status = Do Not Post**

- Options to resolve
  - Identify the loan #
  - Correct amount due
  - Put payment strings on the loan
  - Change override post to suspense= Y
  - Update Process Status override, this closes out the record and you can't post.

OTHER (O)
POST USING TRANS PROCESSING (P)
RETURNED (R)
WIRE RECALLED (W)
MANUAL UNMATCHED (X)

## API "Amazing Payment Improvement"

 Import File and Business Intelligence Attempts to Match Payments

```
Example request body:
       "action": "insert",
       "loanNumber":"123456789",
       "paymentAmount":"123456789012345.67",
       "affectiveBackdate":"2022-06-01"
       Example response body:
        "action": "insert",
         "status": "success",
         "recordCount": 1,
         "message": "1 records inserted"
```

#### JSON Schema

```
JSON Schema
                 "$schema": "http://json-schema.org/draft-07/schema#", "title": "Incoming Regular Payment",
                "title":
"definitions":
                                   "loanNumber":
"dateFormat":
                                                                      {"type": "string", "pattern": "^[0-9]{1,9}?$"},
{"type": "string", "format": "date"},
{"type": "string", "pattern": "^[0-9]{0,13}(\\.[0-9]{0,2})?$"}
                                   "paymentFormat":
                 "type": "object",
                  "properties":
                                   "action": {"enum": ["insert"]}
                 allOf": [
                                                                       "properties": {"action": {"const": "insert"}}
                                                    }
"then": {
                                                                     "properties": {
    "loanNumber":
                                                                                                                                                               {"$ref":
"#/definitions/loanNumber"},
                                                                                        "paymentAmount":
"effectiveBackDate":
                                                                                                                           {"$ref": "#/definitions/paymentFormat"}, {"$ref": "#/definitions/dateFormat"}
                                                                      required": ["loanNumber", "paymentAmount", "effectiveBackDate"]
```

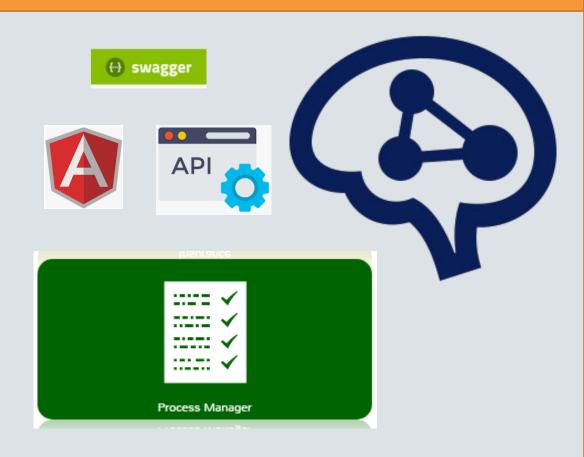
## Bulk Uploader

- Designated MaTi Template
- Uses Standard Transaction Edits
- Reports to Manage Exceptions with Error Handling ("No Billing Record Exists for this Loan")
- Incoming Payment Transactions, Disbursement Transactions, Reversals Transactions,
   Processing from Suspense and "40" Adjustments

Trans Code Internal			
Туре	Full Description	Short Description	External Type Trans Code
02	PAYMENT REC'D	PMT REC'D	10 & 70
08	PRINCIPAL CURTAILMENT	PRINC PMT	11 & 71
09	RE TAX ESCROW PAYMENT	TAX PMT	14 & 74
10	ESCROW 2 PAYMENT	INS PMT	14 & 74
12	RESERVE PAYMENT	RESRV PMT	14 & 74
29	R.E. TAX DISBURSEMENT	TAX DISB	31
32	ESCROW 2 DISBURSEMENT	INS DISB	32
33	RESERVE DISBURSEMENT	RESRV DISB	33
19	PRINCIPAL DEBIT	PRINC DR	40
20	INTEREST DEBIT	INTEREST D	40
21	R.E. TAX DEBIT	R.E. TAX D	40
22	ESCROW 2 DEBIT	INS DR	40
23	RESERVE DEBIT	RESERV DR	40
24	ESCROW 4 DEBIT	ESC 4 DR	40
48	ESCROW 2 CREDIT	INS CR	40
54	MISC RECEIVABLE CREDIT	MIS RCV CR	40
42	PAYMENT REVERSAL	PMT REV	42

## Comprehensive Suite of Automation Tools

- MaTi Mapping Tool
- Intelligence & Rules Engine
- Process Manager
- Report Export Mapping Tool \*
- Reporting Dashboard \*
- Strategy 2.0 courtesy of Angular\*
- Machine Learning \*



## Questions?