

# Signature Mortgage Corporation to deliver superior offering and customer service with Silanis e-SignLive for IBM LotusLive

**Montreal, QC, April 14, 2010** - Silanis Technology, the leader in [electronic signatures](#), today shared how a small, regional mortgage provider will use the [Silanis e-SignLive™](#) and [IBM LotusLive](#) online e-signature and collaboration services to compete with large national players by delivering competitive rates and superior customer service.

Since its founding in 1996, Signature Mortgage Corporation of Canton, Ohio has used technology to stay lean and efficient - a strategy that has enabled its modest 10-person consulting team to generate \$150 million annually in origination volume.

Now this mortgage provider plans to kick it up a notch by enabling its clients to complete and sign mortgage applications electronically using the combined [Silanis e-SignLive](#) and [IBM LotusLive services](#). The move is expected to improve customer experience, reduce "shop around risk, generate better rates for customers, and increase revenues for the company.

"The mortgage industry today is turning into a commodity business. Competing on margin alone isn't enough to win over new clients," says Bob Catlin, President of Signature Mortgage Corporation. "Customers want the whole package: great rates, low fees and superior service."

Signature Mortgage's customers are increasingly asking for the application process to be faster and more convenient, explains Catlin. Given the option,, most clients would prefer to sign from their preferred location.

"We already have technologies in place that help expedite the process. Now with e-SignLive and LotusLive, our customers have the ability to electronically review and sign applications from the convenience of their home or office. No more time is wasted manually printing, shipping, signing, returning, and verifying applications."

Signature Mortgage expects to reduce the time to process mortgage applications from its current seven-day track record down to 24 hours. Catlin further explains "We believe this technology will enable closings to be completed from start to finish within 10-15 days compared to 30-45 days which consumers are experiencing at the local, regional and national banks."

Moreover, getting customers to immediately e-sign their mortgage application reduces what Catlin describes as "shop around" risk. This is the time customers wait for the paperwork to be delivered to their homes for signing and when they can easily wander away and be lured by another mortgage provider.

"The [e-SignLive](#) and [LotusLive](#) services give us a real competitive edge," adds Catlin. "As a small regional lender, Signature Mortgage doesn't have the IT resources needed to develop and maintain a website that provides these kinds of services to our clients. But with the Silanis and IBM services, our customers can now complete mortgage applications with the speed and convenience of the web knowing that the technology is secure, reliable and proven."

The Silanis [e-SignLive services](#) are fully integrated with the [IBM LotusLive](#) platform to provide a simple, efficient and cost-effective solution for signing a wide variety of business documents online. The [e-SignLive services](#) include [e-SignDoc™](#), which is now in full production, and [e-SignRoom™](#), which is currently available in beta.

e-SignDoc enables multiple people to electronically sign one document at a time, while e-SignRoom extends the capabilities of e-SignDoc by enabling multiple LotusLive subscribers to e-sign multiple documents. e-SignRoom also provides a dashboard that enables the monitoring and tracking of the pending and completed e-SignRooms.

To sign up for a free 30-day trial, have your administrator enable the e-SignLive online e-signing service by visiting <http://esignlive.silanis.com/>. If you would like to register for the Select e-SignRoom beta program, please send an email to [betaprogram@silanis.com](mailto:betaprogram@silanis.com)

#### **About Silanis**

Silanis Technology Inc. is the leading provider of Electronic Signature Process Management solutions. The world's largest insurance and financial services companies, major government agencies, integrators and service providers depend on Silanis to accelerate business transactions and reduce costs while improving compliance with legal and regulatory requirements. The company's electronic signature platform, ApproveIt®, is an enterprise-class e-signature process management solution that transforms paper-based business transactions to all-electronic, Web-based processes for e-commerce and e-government. Visit us on the Web at <http://esignlive.silanis.com/>

#### **About Signature Mortgage Corporation**

Signature Mortgage Corporation was founded in 1996 and is now one of Ohio's and Florida's fastest growing mortgage companies. We have quickly established a reputation for providing creative, low cost, and hassle-free mortgage solutions. Over the years, Signature Mortgage has closed over 2 billion dollars in residential mortgages throughout Ohio and Florida. Thousands of families have placed their trust and confidence with Signature Mortgage. We employ nearly 10 highly talented and seasoned professionals at our corporate headquarters in Canton, Ohio. Our degree of expertise is simply unsurpassed in the industry.