

# Ellie Mae's Correspondent Ecosystem



## A comprehensive offering

As the leading cloud-based platform provider for the mortgage finance industry, Ellie Mae is uniquely positioned to unify all aspects of the correspondent ecosystem with industry-leading solutions and reach.

More than 60% of all correspondent lenders and investors take advantage of this ecosystem of integrated solutions to drive awareness, acquire more customers, and advance their business with the most innovative, automated digital experience available today.

Creating differentiation in today's highly competitive correspondent channel means finding ways to set yourself apart with unique offerings. These offerings, however, are only effective if seen by a wide array of potential customers, both buyers and sellers. Ellie Mae's correspondent ecosystem does just that.

**Get questions answered, fast**

The Encompass digital mortgage solution, used by more than 230,000 users nationwide, provides that visibility into investor products and pricing, underwriting guidelines, and change notifications so correspondent lenders can quickly get loan level pricing and perform comparisons. When combined with AllRegs®, used by more than 120,000 users to search and find answers to their questions, these engaging complimentary tools help drive interest and demand while providing the most efficient way to gain information.

**Better accuracy, compliance, and security**

Correspondent business portals help connect seller and investor for a collaborative and modern web experience, and integrated loan delivery enables secure and efficient system-to-system workflows between Encompass® correspondent lenders to investors, ensuring the delivery of accurate, compliant, and tamper-proof loan data and documents. These loan files leverage Mavent® for automated loan level compliance checks throughout the loan process to minimize risk and provide shared visibility for correspondent lender and investor. Lenders deliver with compliance and quality and investors acquire with confidence to create better efficiencies in this process, mitigate risk, and accelerate loan sales and profitability for both.

