



**FOR IMMEDIATE RELEASE**

## **RealEC TECHNOLOGIES ANNOUNCES RELATIONSHIP WITH FICS**

*Relationship Streamlines The Origination Process for RealEC Clients  
Utilizing FICS' Loan Origination System Called Loan Producer®.*

**SANTA ANA, Calif. – July 31, 2002** – RealEC Technologies™, the industry's leading secure B2B eCommerce exchange for real estate transactions, announced today the establishment of a relationship with Financial Industry Computer Systems' (FICS), a mortgage technology specialist that provides in-house origination and servicing technology to the mortgage industry.

“Our relationship with FICS streamlines the origination process for RealEC clients who utilize Loan Producer®, FICS' loan origination system,” said Jeff Sanderson, president of RealEC Technologies. “The combined functionality supports RealEC's strategy to facilitate the origination, servicing, and closing of real estate transactions toward a truly paperless environment,” Sanderson said.

Loan Producer users are now able to export a file, upload the input file, retrieve any completed or delivered products, and check the status of orders directly on the RealEC Web site. This eliminates the need for originators to re-key loan origination data between the two systems.

“Our company is committed to providing our customers with the necessary technological tools to help them increase productivity,” said Dawn Gibbs, president and CEO, Financial Industry Computer Systems, Inc. “Our relationship with RealEC is a natural fit. This seamless data exchange will significantly improve processes and ultimately provide significant benefits to our companies' mutual client base.”

RealEC is designed to facilitate the origination, servicing and closing of real estate transactions and to enable real estate practitioners to significantly enhance their businesses through core components including the RealEC Exchange. The RealEC Exchange is an intelligent routing process that offers traditional transaction capability and provides a standardized connectivity and data transport functionality for originators and vendors involved in the transaction. It handles data translation and facilitates rapid information flow while integrating seamlessly with vendors' production systems.

FICS' Loan Producer is a Windows®-based, 32-bit client/server loan origination system that handles all aspects of origination, processing, underwriting, closing and secondary marketing for mortgage loan originators. Loan Producer also features iNetAp, an optional suite of online mortgage origination tools, and Loan Originator, an optional add-on tool that enables laptop use of certain Loan Producer point-of-sale features.

### **About RealEC Technologies**

Founded in 1998, RealEC Technologies provides an intelligent, electronic exchange for mortgage loan originators, realtors, and settlement service providers. The company's products are designed to facilitate the origination, servicing, statusing and closing of real estate transactions and enable real estate practitioners to significantly enhance their business by increasing operational efficiencies, improving customer service and generating new sources of revenue.

RealEC provides integration services, installation resources, sales management, and customer/help desk support designed to ensure successful implementation of this robust B2B exchange. Through one connection, the RealEC Exchange enables mortgage originators to conduct e-business with thousands of service providers while offering more direct connections to providers than any other network in the industry. RealEC's iSelect™ intelligent ordering tool personalizes and automates the lender's choice of products and providers. For more information call 949-622-3927 or visit: [www.realec.com](http://www.realec.com).

### **About FICS**

Founded in 1983 and headquartered in Dallas, Texas, Financial Industry Computer Systems, Inc. (FICS) is a mortgage technology specialist that provides flexible, in-house loan origination solutions to the mortgage industry. FICS' loan origination system (Loan Producer®) represents true, Windows®-based systems utilizing advanced Windows® technology. This 32-bit client/server application supports ODBC (Open Database Connectivity) relational databases, providing lenders with quick access to mortgage loan data with Microsoft Word, Excel and other ODBC compliant systems such as Access, IQ/Eureka or Crystal Reports. For additional information about FICS and its products, visit the company's Web site at [www.loanware.com](http://www.loanware.com).

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This press release contains forward-looking statements. The words "believe," "expect," "intend," "anticipate," "will" and "project," and similar expressions identify forward-looking statements, which speak only as of the date the statement was made. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. Forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified. Future events and actual results could differ materially from those set forth in, contemplated by, or underlying the forward-looking statements. The risks and uncertainties to which forward-looking statements are subject include, but are not limited to, the effect of government regulation, competition and other risks detailed from time to time in the Company's filings with the Securities and Exchange Commission.

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