

A digital transformation journey in mortgage services

From provider to partners

Reviving an archaic, underused mortgage platform, we migrated it from a costly cloud to our data center.

Slashing costs

by **50%**

Enhancing efficiency

by **40%**

Transitioning from tech partners to trusted advisors, we took full ownership. Utilizing our expertise, we further shifted the paradigm, adopting a revenue-sharing model.



Customer snapshot

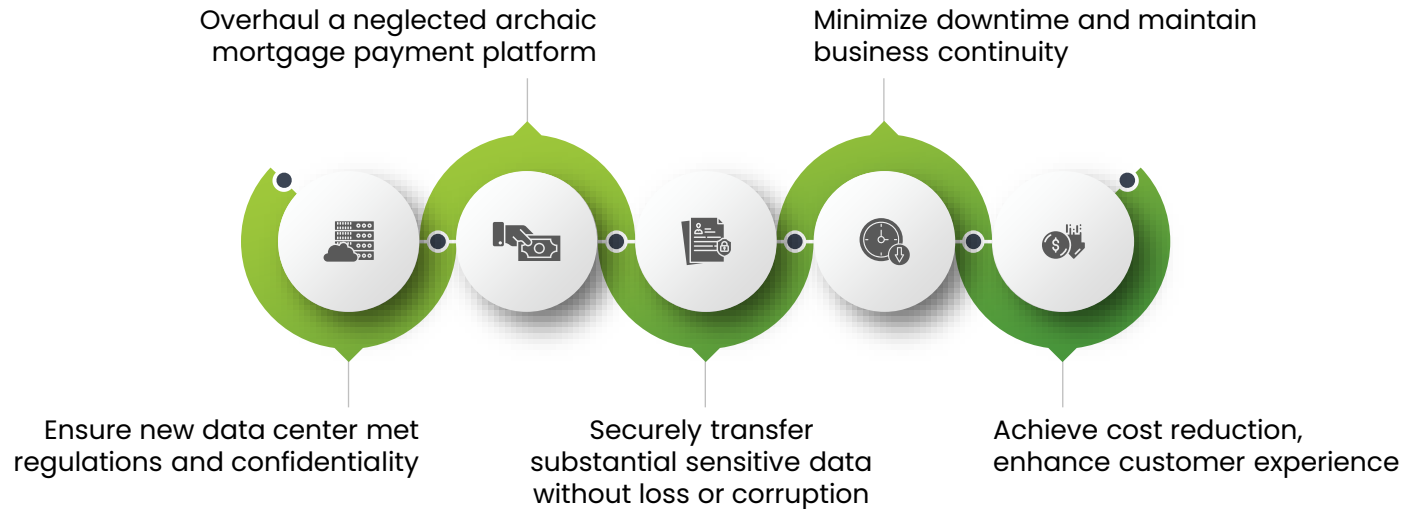
LoanLogics, a leading BFSI company offering mortgage solutions.

Initial situation

- Under utilized legacy platform with complicated processes and expensive third-party expenses
- Dwindling customer experience and operational inefficiencies



Our task – a unique challenge



Accomplishments

- **100%**
successful migration with no error or disruption
- **80%**
automation
- **50%**
reduction in cost
- **40%**
increase in efficiency

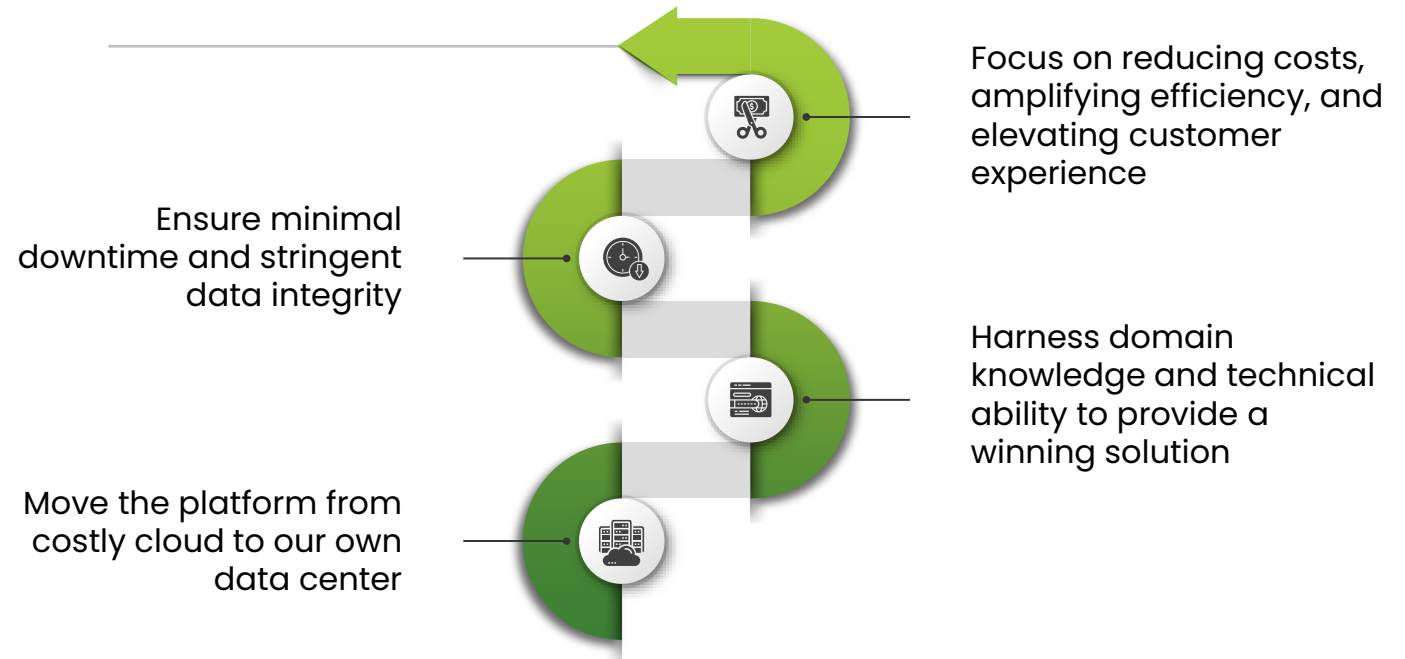
Moved from being technology partners to key contributors in strategy and operations

High-stake challenges & complexities

- Multiple intricacies – borrowers, lenders, regulations & compliance
- Sensitive financial data demanding utmost security & efficiency
- Risk of significant financial loss and reputation damage on unsuccessful migration
- Delivering superior service all through to keep the trust going
- No margin for error demanding unwavering accuracy & precision



Game changing strategy



Technology utilized

- ASP.NET 4.7 MVC, C# .NET
- AngularJS, Payflow API
- Entity Framework, Dapper
- Microsoft SQL Server
- Cloud – Azure, RackSpace

Solution impact

Cost Reduction

Cut hosting costs by **50%**

Efficiency

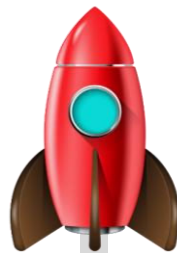
Boosted process efficiency by **40%**

Role Evolution

Moved from tech partners to trusted advisors

Revenue Sharing

Adopted a revenue-sharing model, aligning with customer success



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LoanLogics acquired a firm that had starved a product of care and maintenance for years. LoanLogics not only saw great potential in the product, we also wanted to eliminate technical debt and institute world-class technical and business operations for our clients that use the product. I engaged InfoVision along with some other firms and InfoVision rapidly emerged as the most innovative, flexible and collaborative company. Those traits carried through during the contract negotiation and execution phases. Today, there is no comparison to the status of the product, the technology and business operations, and the satisfaction of our clients.

”



Dave Parker

EVP, Sales & Product Management