



Benefits of Subscribing to a Centralized Data Exchange

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Hardware and Software Purchase

Depending on whether you purchase or build transaction interfaces, typically a server and associated software, maintenance, etc. has a significant capital cost. Server, software (operating system), and maintenance should be factored into interface costs. Additionally, you are responsible for keeping compatible and current as upgrades appear.

Capital Free Start-up

NetDirector is an on-demand service, which provides a low barrier to entry and swift connections to your numerous trading partners. With NetDirector, there is no hardware or software to purchase, maintain, or upgrade. The customer only needs to provide an internet connection to utilize the service. This model provides the quickest and most substantial return on investment in the market.

Advancement via Upgrades & Maintenance

Maintenance and upgrades are where the real long term cost of ownership lies. As the marketplace and technology standards change, solutions must constantly be revised. These changes and requirements for updates pull IT staff from existing projects and drain resources. Developers must code, test, debug and deploy the changes. Other IT projects and resources are impacted while staff develop and implement.

Leading Solution

NetDirector is continually enhanced through input from our customers in the Mortgage Banking industry. Our customer base and dedication to this industry provide a depth of understanding that is reflected in the product and its progression. Benefit from the experienced implementation and administration staff of a commercially available solution. Maintenance and support costs are predictable because they are included in monthly subscription.

Documentation

Internally developed interfaces also require documentation. This documentation not only has to be created but also kept current as the solution advances.

Its all in the manual

Complete and professionally produced end user and administration documentation that is current with the latest release.

Stretched Resources

Your core business is case management and customer service. Internal development efforts will draw on IT resources that would be better served on strategic revenue generating projects. Interface Development costs must factor into lost revenue.

Purchasing Power

Subscribing to NetDirector allows an organization to share the development cost of a world-class system with many other parties. NetDirector's business has funded over \$1 Million in R&D expense during the life of the product. The only focus of the NetDirector development team is the advancement of a leading edge transaction exchange.



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Support Burdens

Companies invariably will provide first line support for both purchased and internally developed software. Burdens and complexity and variability of cost arise with second line support and the management of bug reports and feature requests.

Peace of mind

NetDirector provides support via e-mail, telephone and the Web. Maintenance and support programs are included in monthly subscription.

Financial Risk

Developing interfaces is costly. Factor in the cost of both staff and facilities for: system analysis, programming, project management, documentation, training, support, maintenance, and testing. Also consider the cost of distraction of key staff during the design and development process.

Financial Accountability

When subscribing to NetDirector you pay a predictable monthly fee that is all-inclusive. This allows accurate budgeting and planning around the investment.

Technical Risk

Development of any comprehensive and integrated solution carries with it risk that the product will not meet the expectations of user community. Usability and performance are paramount in a mission critical solution.

Technically Sound Solution

As part of the purchasing decision, functionality and usability are demonstrated before committing dollars thereby minimizing risk. Subscribe to NetDirector knowing that 2 years of development and consulting experience in the field have shaped it.

Delays

The software industry has shown that estimates for software development are inherently inaccurate. Initial development estimates can often double or even triple. Late delivery of a key solution can have serious financial impact on a company.

Immediate Deployment

As a commercially available product with an implementation and support network, NetDirector is available immediately for testing and deployment.

Standards Compliance

Development efforts must take standards compliance into consideration when developing transactions. This requires additional overhead for research and standards compliance.

Compliance Ready

NetDirector's core technology employs standard MISMO transactions. We will always work closely with and participate in all MISMO related activities. NetDirector allows customers to concentrate on their core competencies.



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Vendor Communication

Typical point-to-point interfaces require major vendor interaction and communication regarding issues, problems, implementation, upgrades, data changes, etc.

Single Voice

NetDirector acts as a single contact point for dealing with Vendors and Trading Partners. Attorneys can avoid all contact overhead for issue management, troubleshooting, problem resolution, etc. They also enjoy a central voice (attorney network) in getting issues resolved and leverage new enhancements to vendor products.

Distraction

If software development is not part of a customer's core competency it can cause a considerable amount of distraction. Staff will have to be hired, trained, deployed and managed. These dynamics will not support core business but rather, create overhead.

Focus

The NetDirector implementation process is highly refined and involves minimal customer effort. The potential issues involved in the implementation of NetDirector are understood and minimized. Again, Attorney's are benefiting from the other customers NetDirector serves.