

# Transform your mortgage post-closing process

Digitize | Store | Automate | Unlock

## Challenge

Declining mortgage origination revenue is driving operational cost reductions and third-party outsourcing

US mortgage originators are experiencing reduced loan volumes and less revenue due to higher interest rates and intense competition. The Mortgage Bankers Association reported that independent mortgage banks and mortgage subsidiaries of chartered banks lost \$1,972 on each loan they originated in the first quarter of 2023. Losses, along with an intensifying regulatory environment, an emerging hybrid workforce, and pressure to reduce operational costs, are leading companies to outsource their physical footprint and find automated solutions to streamline and digitize processes.

## Managed services solution

Accelerate outsourcing of a cost-effective and automated mortgage post-close process

Remain compliant and maintain collateral security with our end-to-end mortgage post-closing managed service offering. Made up of expertly trained teams, digital mortgage accelerator processes, and an intelligent software-as-a-service (SaaS) technology platform called Iron Mountain InSight®, this bundled offering gives you the opportunity to:

- + **Reduce and scale** opex costs in line with revenue streams
- + **Improve** loan quality and delivery timelines to investors
- + **Unlock** valuable knowledge from your data for new revenue-generating activity
- + **Maintain** investor and regulatory compliance by driving quality

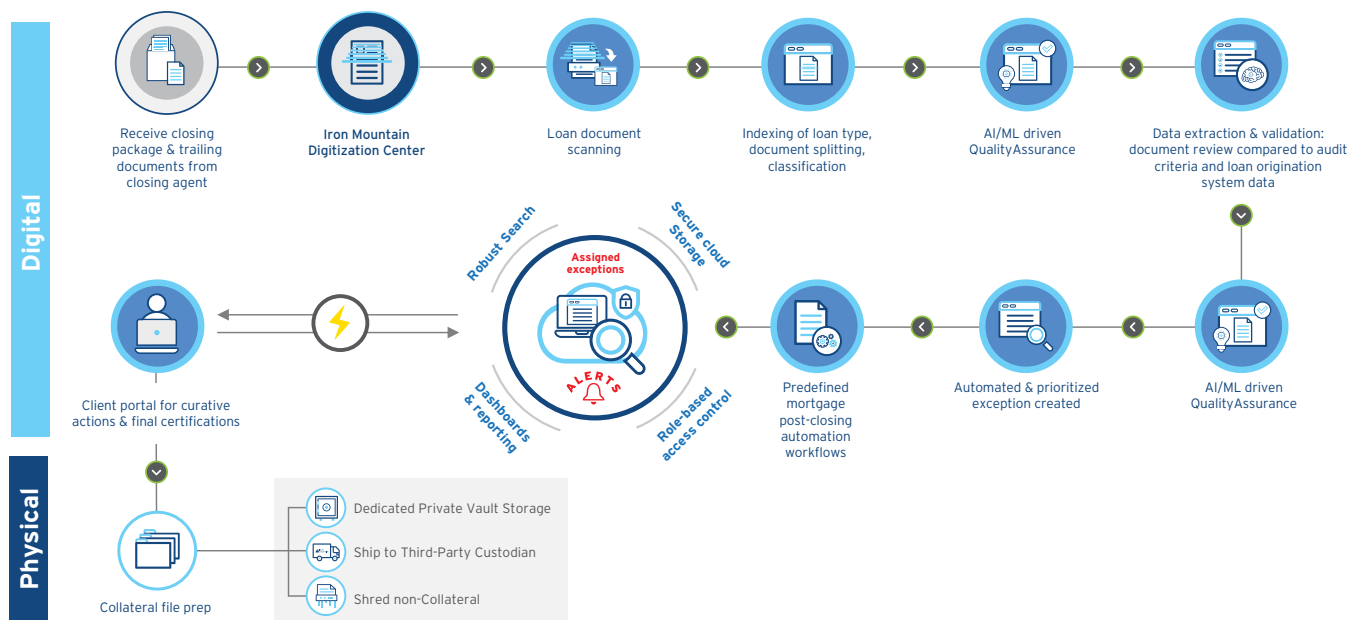


Being able to digitize, classify, extract, and validate loan data bridges unstructured mortgage content into structured data that supports the authenticity, accuracy, and completeness of the loan.



## How it works

End-to-end secure and auditable chain of custody to protect and preserve your business value.



## What you gain

- + **Business results from an experienced and trusted partner** – we are a proven mortgage post-closing managed services provider that enabled a major credit union to:
  - Improve its efficiency with shortened cycle times
  - Achieve scalable YOY growth
  - Reduce its loan review costs, minimize buyback risk, and cost-effectively create a digitized process
- + **Acceleration of your digital transformation** – Our service offering enables your organization to:
  - Securely and cost-effectively digitize, store, automate, and unlock key collateral loan documents
  - Automate the document-centric post-closing processes with intelligent workflows and exception handling using artificial intelligence and machine learning that adhere to compliance requirements
  - Unlock value from the dashboards and reporting information, accelerating your loan pool certification process and salability into the secondary market

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### About Iron Mountain

Iron Mountain Incorporated (NYSE: IRM), founded in 1951, is the global leader for storage and information management services. Trusted by more than 220,000 organizations around the world, and with a real estate network of more than 85 million square feet across more than 1,400 facilities in over 50 countries, Iron Mountain stores and protects billions of information assets, including critical business information, highly sensitive data, and cultural and historical artifacts. Providing solutions that include secure storage, information management, digital transformation, secure destruction, as well as data centers, art storage and logistics, and cloud services, Iron Mountain helps organizations to lower cost and risk, comply with regulations, recover from disaster, and enable a more digital way of working. Visit [www.ironmountain.com](https://www.ironmountain.com) for more information.

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