

# PRECISION Risk Management Systems

For Immediate Release

## **Calyx Software and PRMS Strategically Align**

**June 28, 2011**

DALLAS, TX June 28, 2011 — Calyx Software®, the preferred mortgage origination solution provider for banks, credit unions, mortgage bankers and brokers, announced today a strategic alliance with Precision Risk Management Systems, Inc., an innovative provider of risk management technology products and hedge services for the U.S. mortgage industry..

Many bankers who use PointCentral® as their primary banking software and system of record are making the move from “best efforts” to “mandatory” delivery. While there is a financial reward to those who make this transition, there is increased risk if it’s not done properly. PRMS provides solutions that enable lenders to effectively manage their pipeline and operational risk with modern systems that maximize their execution..

David Demster, Executive Vice President at PRMS said, “We are excited to be working with Calyx. We believe PRMS Risk Management Systems will provide an excellent complement to Calyx lending solutions and will deliver modern, dashboard-driven pipeline risk management / hedging capabilities, as well as a production analytics system. The relationship is definitely a win for our customers.”.

Dennis Boggs, Calyx Software’s Sr. VP of Business Development said, “Managing the hedging process involves complex tasks, best accomplished with a proven system that is robust but easy to use. This is where PRMS excels. A number of systems have the ability to provide risk analytics and hedge a lender’s pipeline but are overly complex and require time consuming implementation and maintenance. Bankers tell us ease-of-use and ease-of-implementation is where PRMS really stands out, compared to other systems they have previously used.” .

When moving to bulk warehouse lines, investors typically require the lender to work with a reputable risk management firm in order to get the line approved. Historically, Calyx was not able to address the risk management needs of its clients. The alignment with PRMS gives Calyx customers a solid option. Moving from best efforts to mandatory delivery allows mortgage banking operations to increase the earnings of their secondary marketing department without increasing loan volume. By using PRMS risk management solutions, lenders will have the decisioning tools and support to maximize trades and profits. .

Wade Brantley, National Product Sales Director for Calyx Software said, “Calyx has experienced rapid growth with mortgage banks and financial institutions that produce significant mortgage volume each month. When these operations start producing more than \$10-\$15M per month, they typically desire to move from selling “Best Efforts” to “Mandatory” because the additional margins are significant. In PRMS, we found a vendor that does both extremely well, and I know that our clients are going to be impressed with what PRMS can do to help them become more profitable.”

## About Calyx Software

Calyx Software is the #1 provider of affordable mortgage solutions for banks, credit unions, mortgage bankers and brokers. A comprehensive system of record for lenders, PointCentral is a flexible platform that combines Point—an easy-to-use, complete LOS with electronic document management and back-end functionality such as

underwriting and secondary marketing—with strong security, remote access and a robust business rules engine needed for workflow and compliance. Convenient interfaces with over 200 vendors providing PPE, closing documents, compliance services and more within the Calyx Network make end-to-end processing and reporting simple and accurate. Seamless integration with the online 1003 through WebCaster keeps bi-directional information flowing for added efficiency. All Calyx Software products are designed to help mortgage professionals close more loans quickly. For more information, call (800) 362-2599 or visit [www.calyxsoftware.com](http://www.calyxsoftware.com).

#### About PRMS

Precision Risk Management Systems, Inc. (PRMS) provides both software and managed hedge services to the mortgage industry. Its suite of products and services enable mortgage lenders to accurately measure and quantify interest rate risk as well as operational risk utilizing the most technically advanced analytics and neural-based modeling methods. PRMS' dashboard-driven Production Analytics suite offers advanced production and loan source metrics to extend and complement any loan origination system. For additional information about PRMS visit [www.prmsonline.com](http://www.prmsonline.com), or call 501.758.2482.