Understanding Mortgage Connectivity

iress **TWENTY7TEC** **Mortgage Brain**
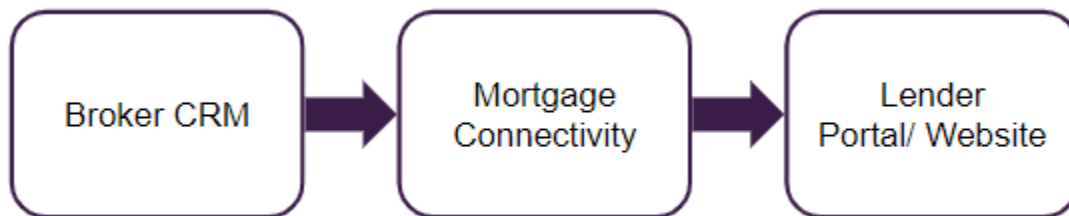
Mortgage Connectivity simply results in faster decisions and applications by transferring data securely from broker software to Lenders

Broker CRM → Mortgage Connectivity → Lender Portal/ Website

The Benefits for Mortgage Connectivity are clear

- Faster decisions and applications, meaning less time spent on admin and more time with clients. Average time saving of 20 minutes per case!
- No rekeying, reduces risk of keying errors
- Consistent and automated data transfer across systems improving your compliance trail
- Instantly more efficient without any additional cost to brokers*
- Even more time savings if the case has been declined and the data needs to be transferred to another Lender without rekeying
- More and more Lenders supporting connectivity meaning ever increasing benefits and time savings
- Available for use by and for the benefit of both brokers and administrators

*No additional charges for brokers with licences to use Twenty7Tec, MortgageBrain and Iress Sourcing and CRM systems.

Understanding Mortgage Connectivity

Here is an easy to reference list and explanation of Mortgage Connectivity terminology

Terminology	Explanation
Pre-pop or pre-population	Data from one software system automatically appears in another software system.
No rekeying	Removal or reduction of the need to duplicate data entry into different software systems
Lender Portal / Lender's website	The place where Decision in Principle and/or application data is provided to the Lender.
Integration/ Connectivity	Software systems seamlessly working together
API (Application Programme Interface)	Technology that allows different software systems to securely communicate and integrate with one another.
Apply button / Submit button	To start or complete the process of transferring Decision in Principle and/or Application data to the Lender.
CRM (Customer Relationship Management)	A software system that records and stores client data for brokers.
Case data	Personal information about a client and the mortgage quote sourced by the broker/adviser.

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