

## Client Insights

“No other system, not even our mainframe, could produce the information we needed to manage and service our commercial portfolio.”



*Gregg Brown  
Vice President, Commercial Secondary Marketing  
Perpetual Mortgage Company  
Vienna, Virginia*

With the advent of risk-based capital and other regulatory challenges, Perpetual Savings Bank began a program to aggressively manage its \$500 million commercial real estate loan portfolio. After surveying the market, they chose Univest and The Desktop Mortgage Manager.

“The Univest system gave us the ability to gather information in any conceivable format with in-house accessibility and unlimited analytical power,” Mr. Brown said. “For example, we can now anticipate future payoffs, determine the status of debt coverage ratios, and monitor servicing

functions such as inspections and financial reviews.”

Strategies for liquifying the portfolio through a sale or securitization are explored using the system’s report generating utility. Perpetual management can identify loans that meet selected Standard and Poor’s ratings criteria and determine best execution.

“Our market is always changing,” Mr. Brown said, “and the Univest system allows easy access to information, a means to update any time, and the ability to take action fast. We recommend it.”



*Jess Lederman  
Chairman  
Asset Backed Capital Group, Inc.  
Cleveland, Ohio*

“In my experience, no other system can touch the Univest system for precision, detail and credibility.”

Former Executive Vice President with Bear Stearns Mortgage Capital Corporation and Associate Director at Bear Stearns & Co. Inc. in New York, Jess Lederman is recognized as one of the pioneers of the secondary mortgage market. He co-founded two of the nation’s major private mortgage conduits and is a nationally-published author and speaker.

In 1989, Mr. Lederman formed The Asset Backed Capital Group, an investment banking firm assisting issuers of mortgage and asset backed securities. The firm structures and evaluates transactions and

forms limited partnerships that invest in such issues.

“We co-ventured projects with Univest because no other firm in the nation can deliver the comprehensive due diligence effort or complex analytics,” Mr. Lederman said. “Their methodology provides our clients with the highest level of confidence.”

Univest and The Asset Backed Capital Group are working together, using The Desktop Mortgage Manager system, to underwrite and structure conduits for the creation of multi-class securities.