1) Describe the applicant's past FinTech experience, such as the companies that they've worked for, the projects that they've worked on, etc.

Lisa Binkley is Senior Vice President at National Credit-reporting System, Inc. (NCS), where she is responsible for mortgage solutions and business development. With over 30 years in the mortgage space, Lisa understands all lending disciplines and mortgage processes from a practical user level. She is a well-known quality assurance and business technology expert with the knowledge that spans from origination and underwriting through quality control and risk. With small to midsize lenders in mind, her vision to craft a practical roadmap has led to streamlined loan manufacturing workflow, improved automated technologies, and efficient implementation that saves originators and investors both time and money.

Ms. Binkley starting her career in the mortgage industry in 1987. By 1994 she was working for a top 20 lender where she quickly achieved leadership status as a risk management expert. During that time, Lisa was instrumental in pioneering the country's first pre-funding fraud investigation unit, effectively paving the way for pre-funding fraud and quality investigation long before it was required by Fannie Mae and Freddie Mac. She was responsible for transitioning the investigative unit from a single account with manual selection processes to an online audit tool with backend databases, enabling real-time audit findings to be shared across 8 branches and 13 associates.

By 2006, she applied these visionary tactics with mortgage industry solution providers like Rapid Reporting (acquired by Equifax), IMARC, Platinum Data, and most recently, NCS. After 13 years of understanding the workflow process from a lender's perspective, Binkley dedicated herself to developing automated tools for risk management that kept technology and humans working in synergy to render quality, risk-based decisions on all loans. Under Binkley's tenure, these concepts helped to increase customer count and revenue exponentially by 900% within three years.

While at Rapid Reporting, Lisa played an essential part in the development and beta rollout with the IRS IVES program and automated SSA-89 program in 2007. After being acquired by Equifax, she also created its Wholesale Broker/Correspondent Network Tax Transcript Program. Before its implementation, originators and their upstream investors ordered separate tax transcripts. Her solution allowed the originator to order one tax transcript that could easily be transferred to their investor. This program saved originators days to closing, upstream investors extra costs, and decreased overall approval time for closing/purchasing loans.

Ms. Binkley was the architect towards the growth and enhancements of Platinum Data's flagship automated appraisal quality verification technology, RealView. She influenced improvements for a faster and simplified product for the customer that positively impacted sales, user satisfaction, and product usage. Rather than having to search through hundreds of checklist points, RealView users could filter the result according to the customer's specifications to reveal only high-risk findings. Additionally, her contributions to the interface development established nearby sales ranking, rulesets for Fannie Mae UCDP, and added a communication component where

underwriters could provide feedback and ask questions of the originator appraiser. These enhancements contributed to a 175% increase in revenue over 4 years.

At NCS, Lisa plays a crucial role in product enhancement and new product development. She identifies targeted solutions by directly reaching out to lender clients to gain qualitative feedback on various pain points; in turn, she builds on technological advancements that simplify and improve current processes without disruption. She has spearheaded some cornerstone fintech initiatives that have helped lender clients successfully streamline their efficiencies, including:

- **VOE Ordering Interface, API, and Processing Platform:** This platform processes orders from the client-facing interface, stand-alone API, and Encompass. It performs real-time validation of the employer using multiple automated subscription resources and direct verifications with employers to reduce turn times for manual employment verifications, provide data back. This VOE platform is an all-encompassing solution capturing manual verifications and automated third-party verifications.

- **VOE Upload Process:** Originators simply upload 1003 loan application. NCS performs data input, processes the order, and posts results. Overall process efficiencies result in a 75% reduction in processing time.

- **Income Calculations:** This current initiative uses standardized income calculations to streamline processing time for lenders. It supports upstream transparency, reduces the time to calculate qualifying income, and provides recommended alerts for any flagged items.

As a thought leader in the mortgage industry, Lisa combines an understanding of origination and audit functions, process improvement, risk management, and government regulatory requirements. She continually searches for practical financial technology trends that best positions NCS for continual innovation.

Ms. Binkley shares her quality assurance and fintech development expertise as a nationally-known speaker for industry conferences and publishes articles that educate industry professionals on data and automation. She has held high visibility positions in numerous industry associations, councils, and working groups, including the Mortgage Bankers Association. Lisa has been honored with several industry-related awards and recognized as one of Housing Wire's 2013 Influential Women in Mortgage.

2)   Describe how the applicant sees the role FinTech will play in reshaping financial services

A considerable portion of Ms. Binkley's 30-year career included identifying where technology and human decisions coexist and work together. She believes strongly that human logic is necessary when a lending decision using credit, employment, or property data cascades outside an automated rule engine.

Lisa's industry perspective places high value upon innovations that expedite the loan manufacturing workflow process with smart automation, greater access to borrower data, and real-time transparency throughout the loan manufacturing process. These innovations reduce the high cost and time required to request, gather, evaluate, verify, and process business functions. Mortgage technological advancements should;

- provide a one-stop solution combining automation, human logic, and regulatory compliance
- seamlessly interact with existing tools and systems
- create practical workflow processes for originators, underwriters, and borrowers
- reduce the amount of days to close a loan
- decrease loan manufacturing costs to sustain long term growth

We thank you for your consideration of Lisa's contribution to our shared industry and we welcome any questions from the publication.