



## PRESS RELEASE



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### **BestRate Financial Ltd. chooses MorWEB**

May 16, 2006 - Marlborough Stirling Canada (MSC) is pleased to announce that BestRate Financial Ltd. have become the latest mortgage brokerage firm to select MSC's MorWEB system for mortgage origination and customer management.

Quinn Scott, BestRate Financial Ltd. broker/owner says: "MorWEB makes it easier and faster for our brokers to enter customer data and submit it to lenders. We expect it will streamline our business in many ways. One example in particular is MorWEB's web application feature. MorWEB makes it possible for us to post a live mortgage application form on our website that is linked directly into MorWEB. This means our clients can submit a secure online mortgage application over the Internet with all the details being automatically loaded onto MorWEB for processing without any re-keying whatsoever."

Scott Baldwin, MorWEB's Director for Eastern Canada, explains: "MorWEB is all about eliminating duplicate data entry wherever possible. One of the key ways this has been accomplished is by putting the customer first. The system is designed in such a way that you only need to enter the customer data once and then any number of applications can be linked to any customer in the database. This makes it very easy to add, change or delete application details without ever having to manually re-enter customer information. No more cutting and pasting or re-keying. This greatly reduces the potential for errors and dramatically cuts down the amount of time that brokers need to spend working on each application."

Quinn Scott adds: "In addition to all the data entry improvements, MorWEB's design also makes it easy to use and learn. Everything is laid out in a logical way and the flow from one screen to another is efficient and clearly makes sense. There are even opportunities to skip certain steps if they don't apply to a particular application and go straight to the parts that are most relevant in the application."

Dave Nichol, Director, MorWEB Sales, concludes: "Quinn Scott and BestRate Financial Ltd. have always been aware and up to date on the many ways that technology can benefit their business, and we are especially pleased that they have recognized the advantages MorWEB can provide. We are very thankful for their support and look forward to a long and rewarding relationship."



### **About BestRate Financial Ltd.**

BestRate Financial Ltd. is an independent mortgage broker establishment operated by Quinn and Paula Scott, located in Ancaster, Ontario. BestRate Financial Ltd. has been offering mortgage services to clientele in the Golden Horseshoe

area for nearly a decade. For more information contact:

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## About Marlborough Stirling Canada

Marlborough Stirling Canada (MSC) is a technology services provider to the Canadian mortgage industry. MSC offers a complete range of hosted and licensed software solutions capable of achieving seamless straight through processing of mortgage business from initial customer inquiry to final loan discharge. MSC's solutions include **MorWEB** (origination system for brokers and lender sales forces), **Omiga** (underwriting, fulfillment and funding), and **Optimus** (mortgage servicing).

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