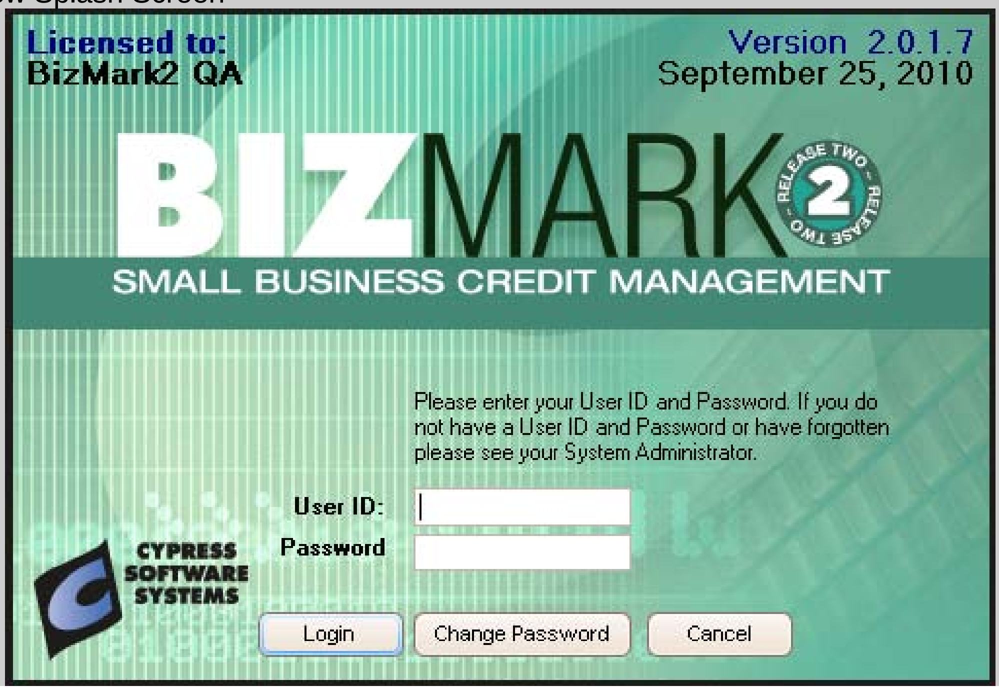
CYPRESS SOFTWARE SYSTEMS

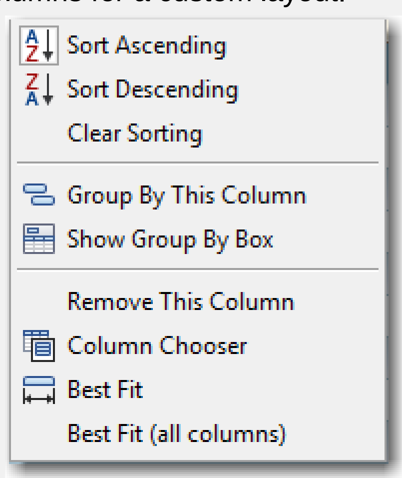
Introducing BizMark 2.0

New Features Review & Conversion Timing

Presented by Steve Sargent, President & CEO
Assisted by Tim Downey

<table>
<tr><th>Enhancement</th><th>Description</th></tr>
<tr><td>New Look, Feel and Usability</td><td>New Desktop Icon for BizMark 2.0

New Splash Screen


New features have been added to the Work Queue Grid:
– Tab stacking functionality has been added throughout BizMark, allowing you easy access to all statuses/views without scrolling to the right or left.</td></tr>
<tr><td></td><td>– New right-click menu functions can be applied to Work Queue View Columns for a custom layout.

</td></tr>
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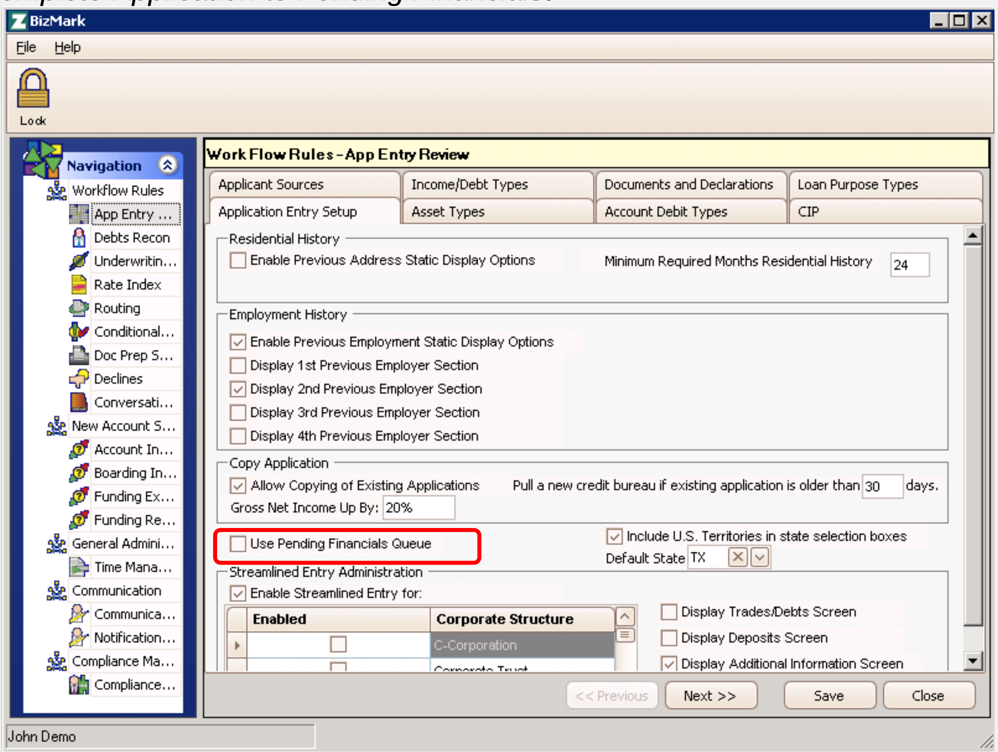
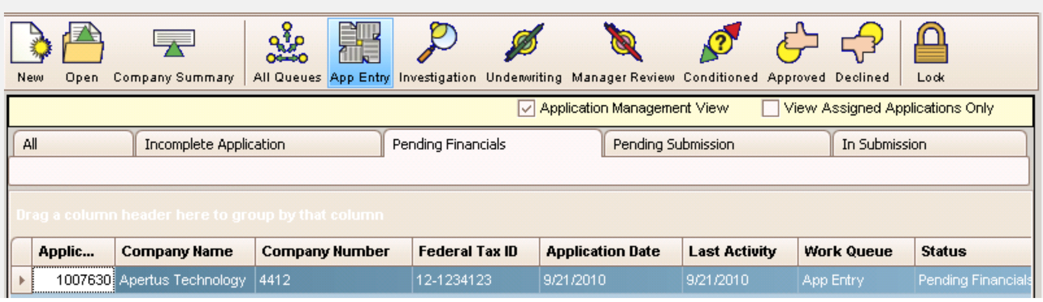
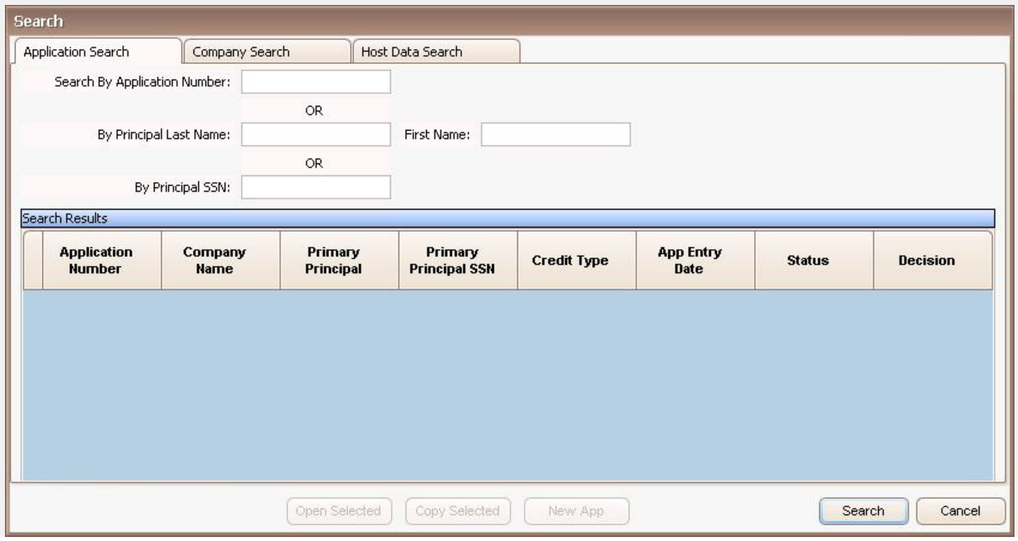
Enhancement	Description
New Pending Financials Status	The Pending Financials status is an administrative setting that puts applications awaiting financial statement entry into a separate App Entry status. This feature allows the app entry user to complete the *Incomplete Application* status in App Entry without entering a set of required financials. If financial statement collection is required then BizMark now resets the status of the record from *Incomplete Application* to *Pending Financials*.

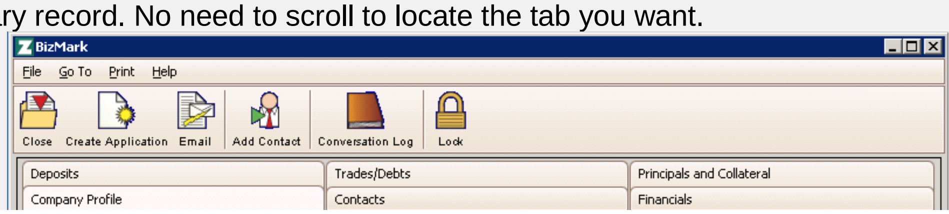




New Pending Submissions Status	The Pending Submissions status queue holds completed applications for submission to retrieve credit bureaus and/or scores. Once the inquiry process has begun, the application moves to In Submission status.

<table>
<tr><th>Enhancement</th><th>Description</th></tr>
<tr><td>New Search Screen</td><td>New tabs in the Search screen allow easier record search capability; users no longer need to close out of one search option in order to search for a record through another because Application Search and Company Search display as tabs in the same screen.


</td></tr>
<tr><td>New Search Screen (Host Import Version)</td><td>New Search functionality has been extended to include Host Import as a tab in the Search screen for easier searches. This tab lets users search for customer data imported from a host site and link to data returned from a Company Search.</td></tr>
<tr><td>Company Summary Changes</td><td>The new tabs stacking layout offers easier access to all parts of the Company Summary record. No need to scroll to locate the tab you want.


</td></tr>
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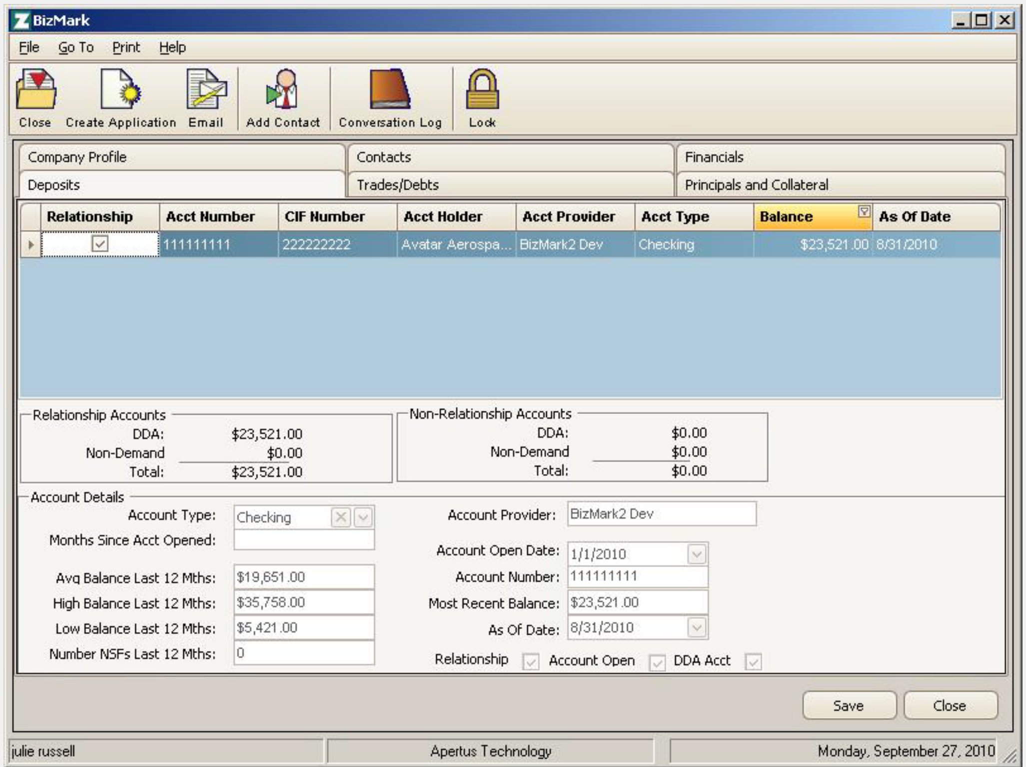
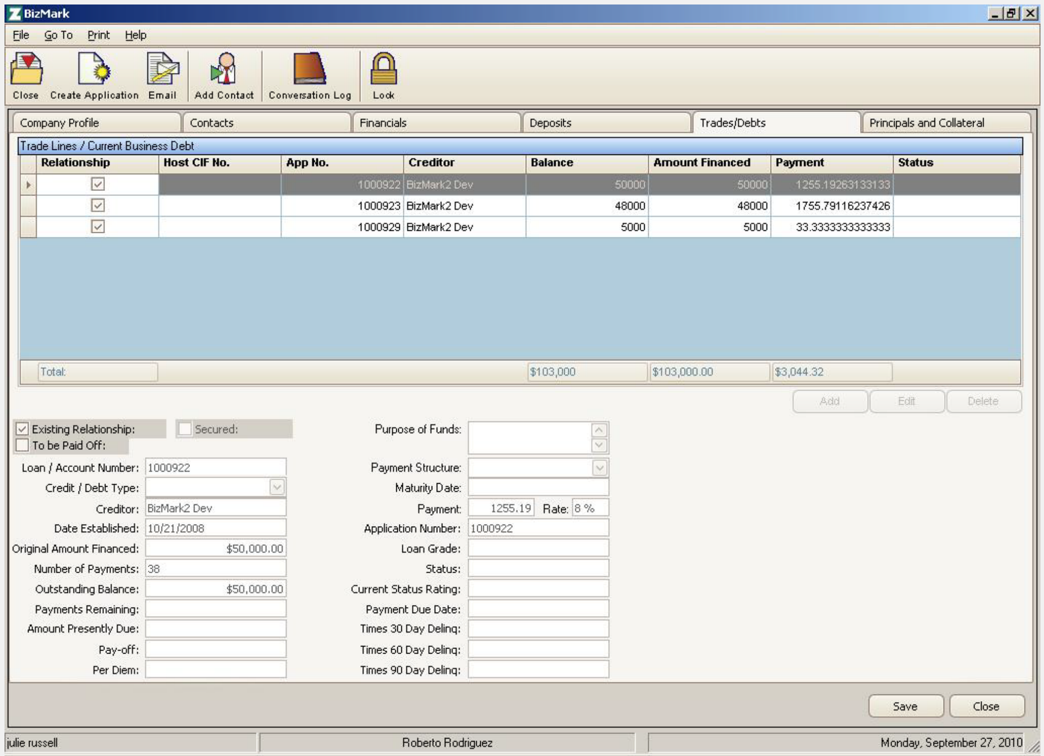
Enhancement	Description
Company Summary Changes (continued)	The Company Summary **Deposits** tab lets you review account deposit details including both demand and non-demand accounts for multiple company accounts. 

Enhancement	Description
Company Summary changes (continued)	The new **Trades/Debits** tab displays added details about the company's current debts and active credit exposure that the applicant company has with your institution. 

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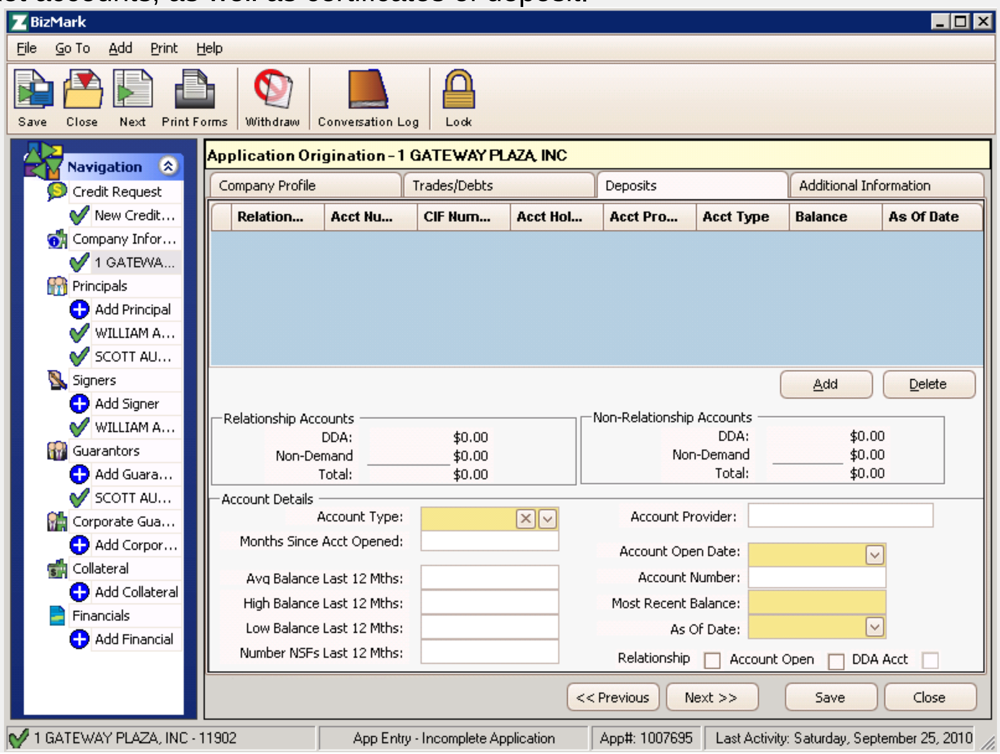
Enhancement	Description
App Entry changes	With your license of the new Core Import module, the newly expanded **Deposits** tab located in Company Information increases the amount of data you can view about an applicant company's relationship deposit history with your institution. It also provides a place to record details about a company's deposit accounts from other institutions. Information can be collected on checking, savings and money market accounts, as well as certificates of deposit.



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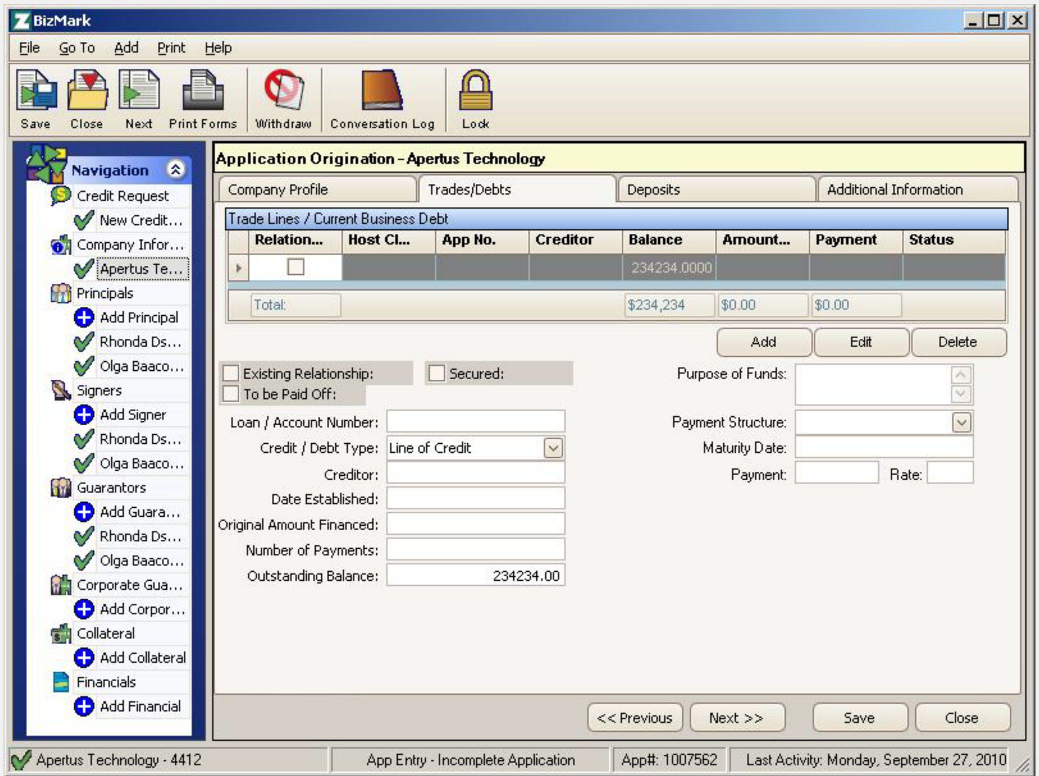
Enhancement	Description
App Entry changes (continued)	The expanded **Trades/Debts** tab provides places to add more details. Additional credit data gives your underwriters more information on which to base a decision.



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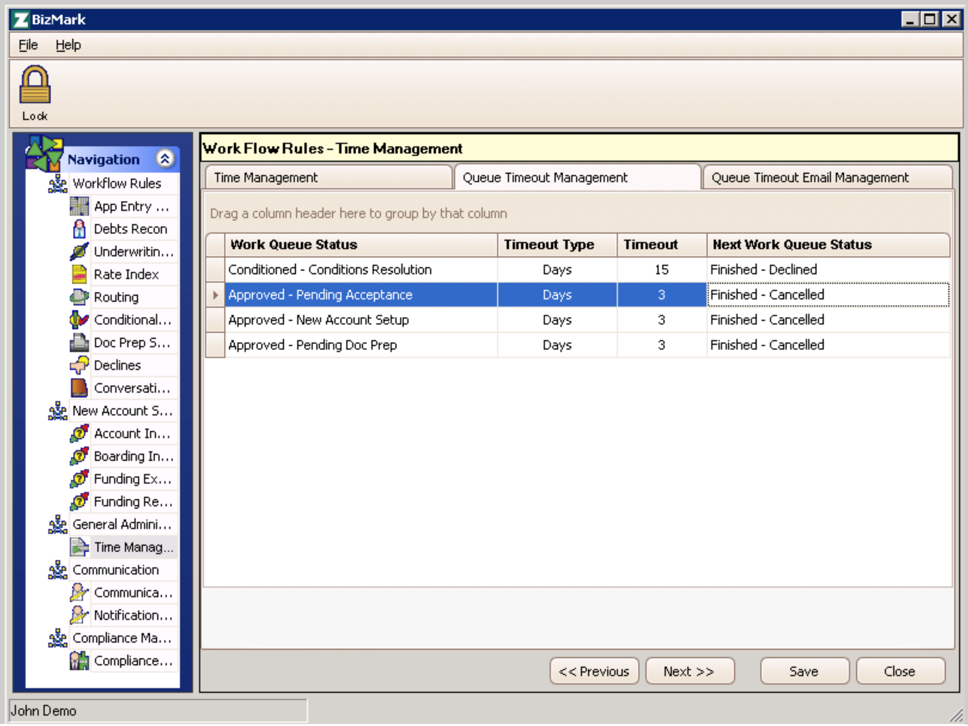
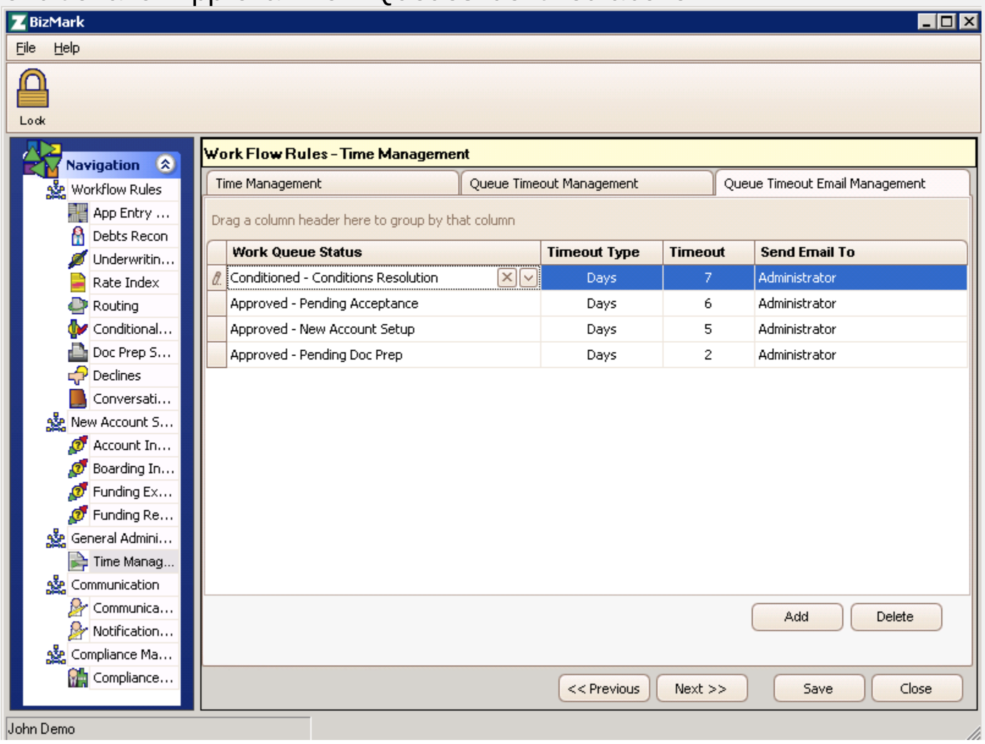
Enhancement	Description
Queue Timeout Management	Use **Timeout Management** Tab 1 as you always have to manage the amount of time (days, hours, or minutes) that you want to allow an application to reside in one work queue before BizMark alerts users, via the administered color setting, that the application needs to be worked.
	A new tab, the **Queue Timeout Management** tab, identifies four Work Queue Statuses for which Timeout criteria can be set. Use Tab 2, **Queue Timeout Management**, to re-status inactive approved applications to *Finished Cancelled* and applications whose conditions resolution date has expired to *Finished Decline*.



Enhancement	Description
Queue Timeout Management (continued)	Automatic email notification can now be sent to a pre-set group whose members need to know about any upcoming timeout date set for an application in one of the Conditional or Approval Work Queues identified above.



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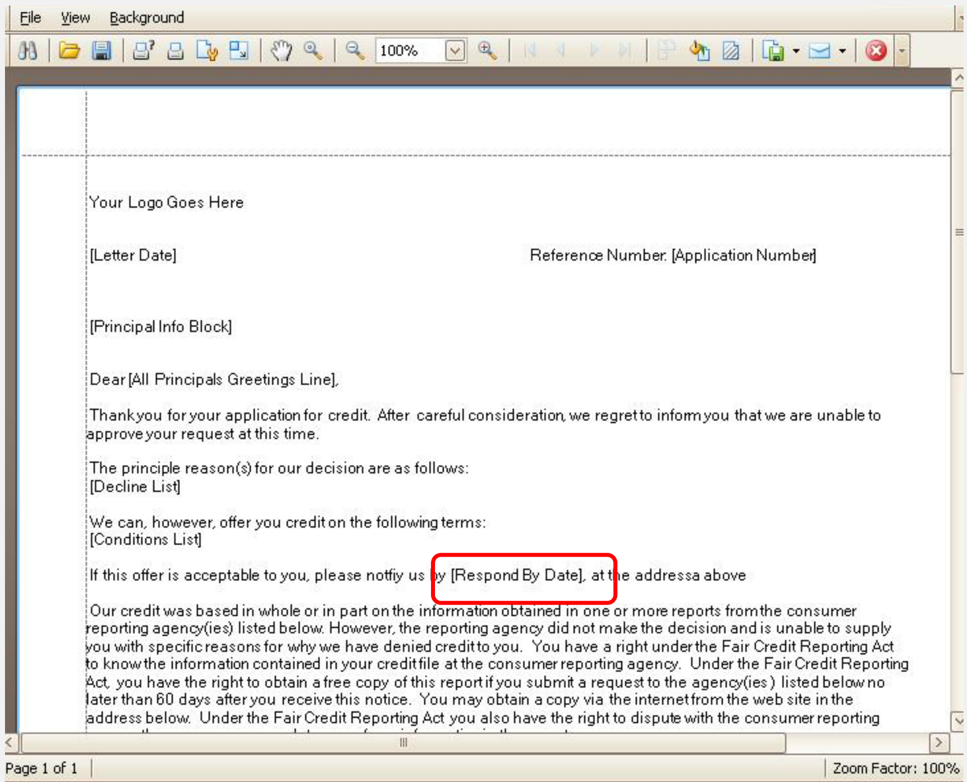
Enhancement	Description
New Application Letter Features	Several features have been added that provide more functionality to letter production: – A general conditional letter format with/without decline reasons included has been added to the list of letter formats that can be set up administratively. 

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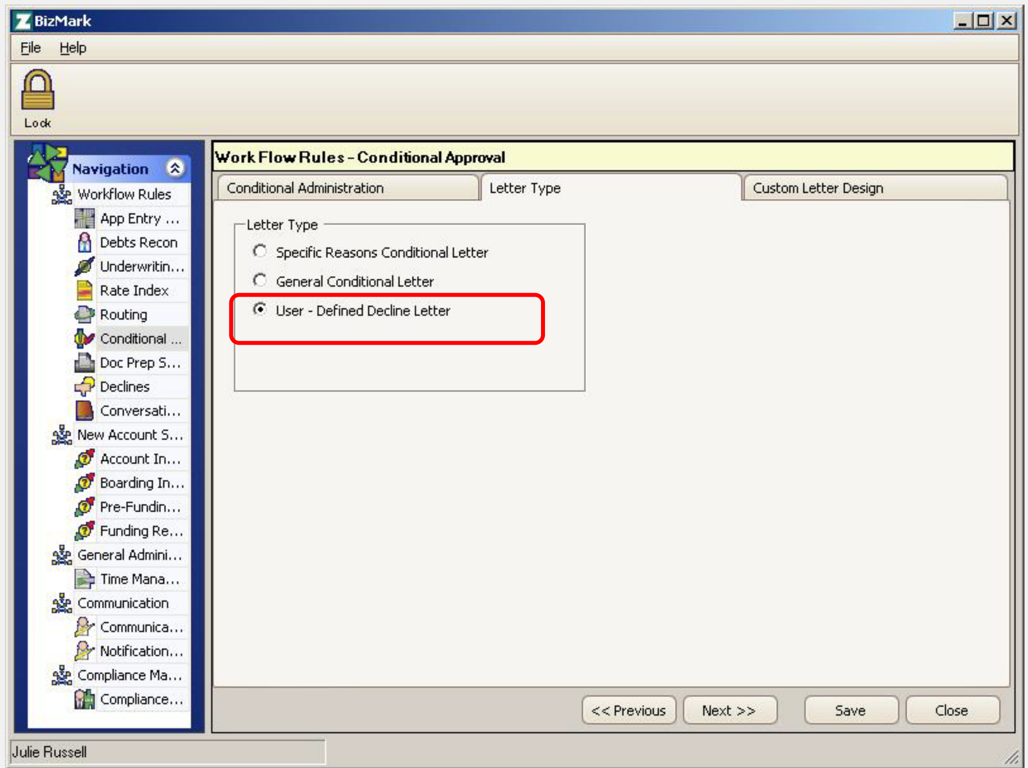
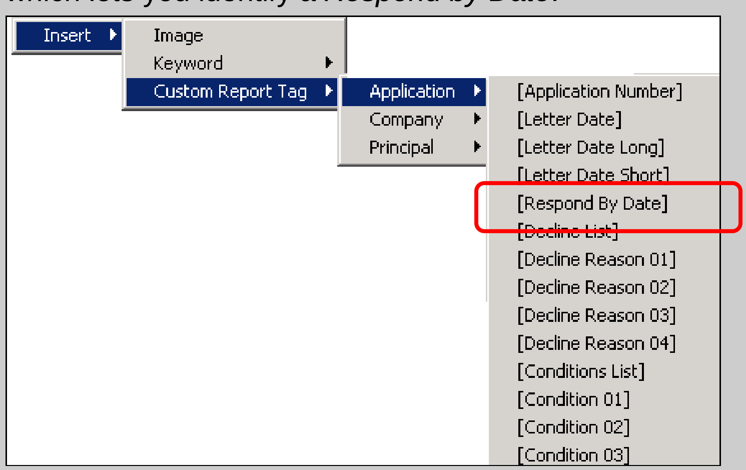
Enhancement	Description
New Application Letter Features (continued)	– Changes to the **Letter Type** tab let you create a custom conditional letter using the *User – Defined Decline Letter Type*.



– A Custom Report Tag has been added to the Custom Letter Design which lets you identify a *Respond by Date*.



Once the Respond by Date passes without a customer action, the application automatically moves to the next Work Queue status.

Enhancement	Description
New Application Letter Features (continued)	– Controls have been added to prevent users from viewing or printing a decline or conditional letter from the Work Queue grid if the letter has never been generated from an application. When a user attempts this action, a new message displays as a reminder.