



*Secondary Marketing &  
Risk Management System*

# **PowerSeller® Secondary Manager**

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## **Introduction**

The PowerSeller Secondary Manager takes on the daily chores that are repetitive, tedious and subject to error, and brings automation to your secondary marketing operation. The Secondary Manager weeds out data problems before they become delivery problems. PowerSeller's Secondary Manager brings the features needed to drive performance.

## **Pooling**

The Secondary Manager helps you find the best loans for any investor. Or, it can help you find the best investor for any loan. You can review and revise the system's decisions anytime. And every commitment decision adheres to all investor rules, every time. Investor fallout is minimized.

Investor rules are stored in PowerSeller's database. No matter how stringent your investors are, the Secondary Manager can stay compliant. You can easily update and test investor rules using the Secondary Manager's convenient user interface. Master commitments, marketing programs and sub-commitments are supported for all investors.

## **Bulk Auction**

When you need to assemble a group of loans into a package for potential investors, PowerSeller's Secondary Manager has the tools you require. The Secondary Manager can quickly locate all potential loans and display them on screen. The resulting package can be submitted to a potential bidder, or simply saved for future reference. PowerSeller's auction support allows bids to be compared using an 'apples-to-apples' framework.

## **Best Execution**

Loan-level best execution finds the best investor for each loan. Loans can be priced for as many different investors and loan programs as desired. PowerSeller considers the relevant factors: MBS and non-MBS pricing may be compared, using a normalized viewpoint. Like all major PowerSeller features, best execution can be scheduled for unattended operation.

## **Trade Control**

Secondary Manager's trading system accounts for many types of trade activity: whole loans, securities, AOTs, Co-issue, futures and options, best efforts or mandatory.

The system has many useful tools for effectively managing trades and securities. System screens provide your choice of designating multiple trades to securities, or multiple securities to trades. You can test the financial impact of any designation before you commit to it. Buy-back and pair-off scenarios are fully supported. Investors with multiple buy-up / buy-down ratios for different products are fully supported. Those trading packs and bundles will enjoy time-saving features.

Trade settlement is fast and easy. In one screen, Secondary Manager performs the supporting tasks. Loans are transferred to an archive within the PowerSeller database for future use. Thanks to the system's comprehensive data integrity features, you can never sell a loan more than once.

## **Links to the Outside World**

The Secondary Manager can export loan, commitment and trade data to outside systems. Data can be packaged to meet fixed-format interfaces or more generic exchanges such as Microsoft Excel spreadsheets, text files, web page formats and others.

This capability is useful for sending out bid packages, creating ad-hoc data extracts, generating what-if scenarios, and a host of other uses.

Dynamic Data Exchange (DDE) connects the PowerSeller Secondary Manager to your rate services, your own spreadsheets, and any other system that can act as a DDE source.

## **Reporting**

A wide variety of reports come standard with the Secondary Manager, but that's just the starting point. Literally any type of report that you require can be created and run on demand. Reports can also be scheduled to run on a regular basis using PowerSeller's internal scheduling system or outboard scheduling software. Any Secondary Manager report can be redesigned by your staff to match your changing business needs. Reports can be e-mailed from PowerSeller.

## **Reliability**

No decision is better than the information upon which it was based. The companion PowerSeller Data Manager provides a feature set that promotes data quality and drives process efficiency.

## **System Requirements**

The PowerSeller Secondary Manager requires the PowerSeller Data Manager as a prerequisite.

If you'd like to know more about PowerSeller, please call 844-769-7735 or visit us online at [www.powerseller.com](http://www.powerseller.com).