



**FOR IMMEDIATE RELEASE**

**Contact:**

Greg Berardi

415.239.7826

[greg@bluemarlinpartners.com](mailto:greg@bluemarlinpartners.com)

**Eight Global Financial Institutions Now Using Backshop To  
Manage Commercial Real Estate Lending Production**

*CMBS, Portfolio Lenders, and B-Note Buyers Have Selected Backshop's  
Leading Enterprise Software To Increase Profitability*

SAN FRANCISCO, CA., June 7, 2005 – Backshop, Inc., the nation's leading provider of loan origination software for commercial real estate lending, announced that eight major Commercial Mortgage Backed Securities (CMBS), Portfolio and B-Note lenders have selected its enterprise solution, cUnderwriter, to manage their CRE loan production.

Backshop enables lenders to integrate all of their CRE lending into a single, secure web-based platform by providing robust pipeline management, lease-by-lease underwriting, securitization asset summaries and data tapes, and online document management.

Lenders using cUnderwriter represent approximately 40 percent of the market players for CMBS. They are AIG Global Investment Group, Countrywide Commercial Real Estate Finance, Inc., CWCcapital, LLC, Eurohypo AG, Gramercy Capital Corp., IXIS Real Estate Capital, Inc., RBS Greenwich Capital, and Timarron Capital.

“Countrywide has found cUnderwriter to be a robust database capable of handling the pipeline, underwriting, and securitization process, all in one application that can be accessed using a web browser,” said Chris Tokarski, Executive Vice President of Countrywide Commercial Real Estate Finance.

Jim Flaherty, President and CEO of Backshop said: “Backshop has become the industry standard in a short period of time because it addresses the key issue for lenders: The ability to do sophisticated analysis and modeling in a single, integrated environment. The widespread adoption of Backshop by global financial institutions reflects the value of a product that combines comprehensive pipeline and securitization management with lease-by-lease underwriting functionality.”

Backshop is designed to help CMBS lenders, portfolio lenders, B-Piece buyers and other CRE loan originators to streamline the lending process from start to finish. cUnderwriter can be implemented without custom software configurations and offers online and phone customer support.

### **About Backshop**

Backshop is an enterprise software and services company that provides Commercial Real Estate (CRE) lenders with innovative solutions that increase productivity and profitability. Founded in 2000, Backshop has helped lenders securitize more than 2,000 loans totaling \$20 billion. Backshop's flagship product, cUnderwriter, is used by financial institutions representing 40 percent of the players participating in the \$100 Billion CMBS market. cUnderwriter is available for licensing on both a direct and ASP basis. For more information, call 415.332.1110 or visit [www.backshop.com](http://www.backshop.com).

# # #