



Process Improvement Expansion Through Acquisition

As the mortgage industry gets more and more competitive, everyone has to both do and offer more in order to remain a market leader.

By Tony Garritano

Today's vendors and service providers have to offer more. So, how are they doing? Some are going the acquisition route.

For example, Richey May, an accounting and advisory firm serving the financial services and real estate industries, has acquired two IT consulting firms that will enable the company to offer a more robust spectrum of IT consulting services for its financial services clients.

Arrow Partnership, a nationwide provider of management and IT consulting services, and Corporate Blue, a cybersecurity and managed IT services firm, will join the recently launched Richey May Technology Solutions division of Richey May. Both acquisitions will enable Richey

executive director of the firm's technology consulting practice, while senior practice leader Garry Woods will head up the company's governance, risk and controls practice.

Corporate Blue, based in Southern California, provides IT security, virtual chief information security officer services, cloud security and managed IT services. Mike Wylie, co-founder and CEO of Corporate Blue, will join Richey May as a director in the firm's cybersecurity practice.

Also, Sandler, LLC (d/b/a Sandler Law Group), has acquired the business operations of McGlinchey Stafford & Youngblood and Associates PLLC (MSYA), a premier closing and fulfillment services provider for the mortgage lending industry.

Recent acquisitions further enhance the mortgage compliance and origination ecosystem and further the move to more digital mortgage processes.

May to address the growing IT demands of its mortgage banking clients, which include the needs for cloud-based managed services, strategic technology management consulting and cybersecurity risk assessments.

"Arrow Partnership and Corporate Blue have excellent reputations for providing a wide range of IT consulting services that span multiple industries," said Ken Richey, founding partner of Richey May. "As the demand for strategic IT planning and compliance intensifies, these acquisitions will ensure we are able to meet the needs of mortgage lenders for years to come."

Founded in 2003 and based in Denver, Colorado, Arrow Partnership specializes in technology management, governance, risk, compliance and security consulting services, and digital marketing. Arrow Partnership's managing partner and co-founder Chan Pollock will join Richey May as

This acquisition further enhances the mortgage compliance and origination ecosystem built by regtech investor and regulatory expert Andy Sandler. Asurity Technologies, a leading provider of compliance management and mortgage loan document technology, expands its operations into mortgage closing and fulfillment. All legal services previously undertaken by MSYA will now be performed at Sandler Law Group.

"With this acquisition, Asurity Technologies and Sandler, LLC have further implemented our strategy to set a new mortgage industry standard for economically efficient and fully compliant software and transaction support services," says Andy Sandler, CEO of Asurity Technologies and Managing Partner of Sandler, LLC..

Through this acquisition Asurity Technologies now provides a full range of compliant mortgage documents and mortgage closing and fulfillment services. ❖

Tony Garritano is chairman and founder at PROGRESS in Lending Association. As a speaker Tony has worked hard to inform executives about how technology should be a tool used to further business objectives. For over 10 years he has worked as a journalist, researcher and speaker in the mortgage technology space. Starting this association was the next step for someone like Tony, who has dedicated his career to providing mortgage executives with the information needed to make informed technology decisions. He can be reached via e-mail at tony@progressinlending.com.