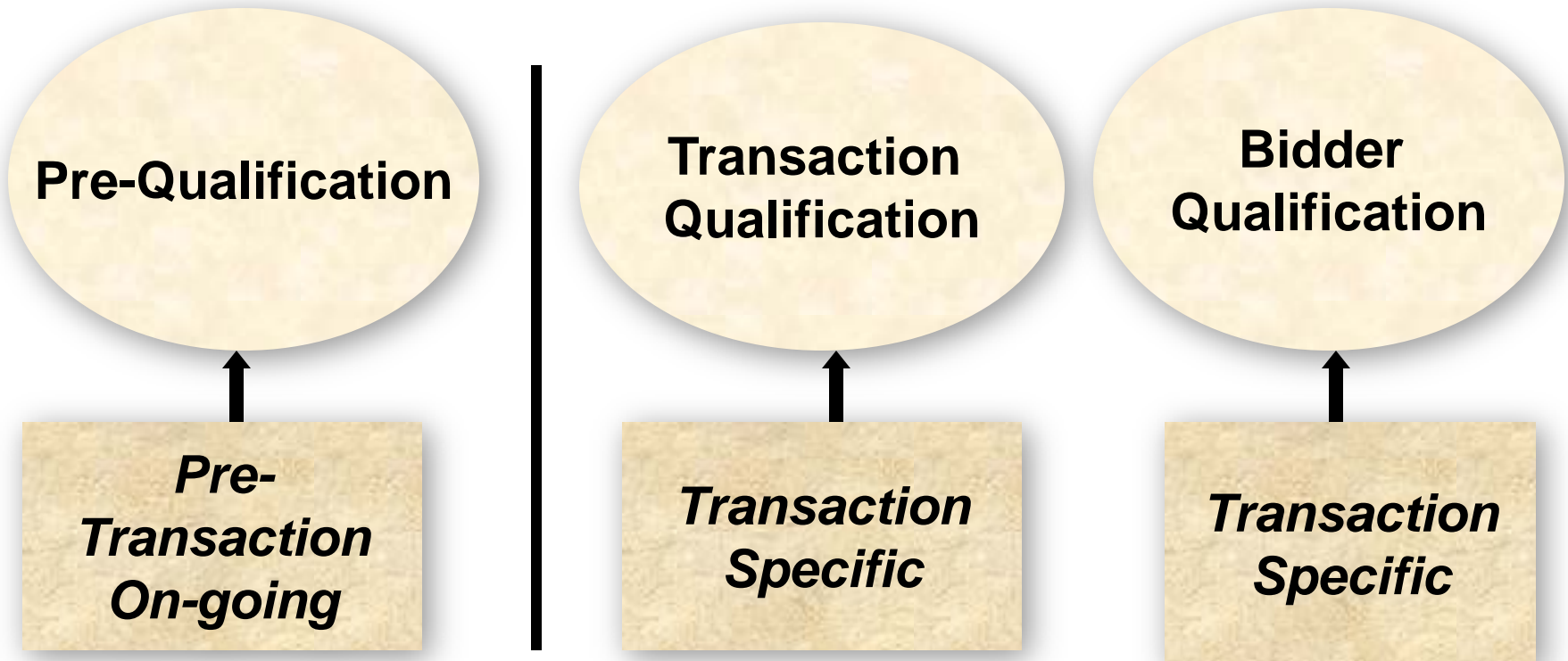


Qualifying to Bid



Qualifying to Bid

A Three Step Process



Pre-Qualification Process

Step 1

- To be determined to be pre-qualified, prospective bidders must successfully complete 3 documents -



Pre-Qualification Request Form

Purchaser Eligibility Certification

Bidder Contact Information Form

Transaction Specific Qualification

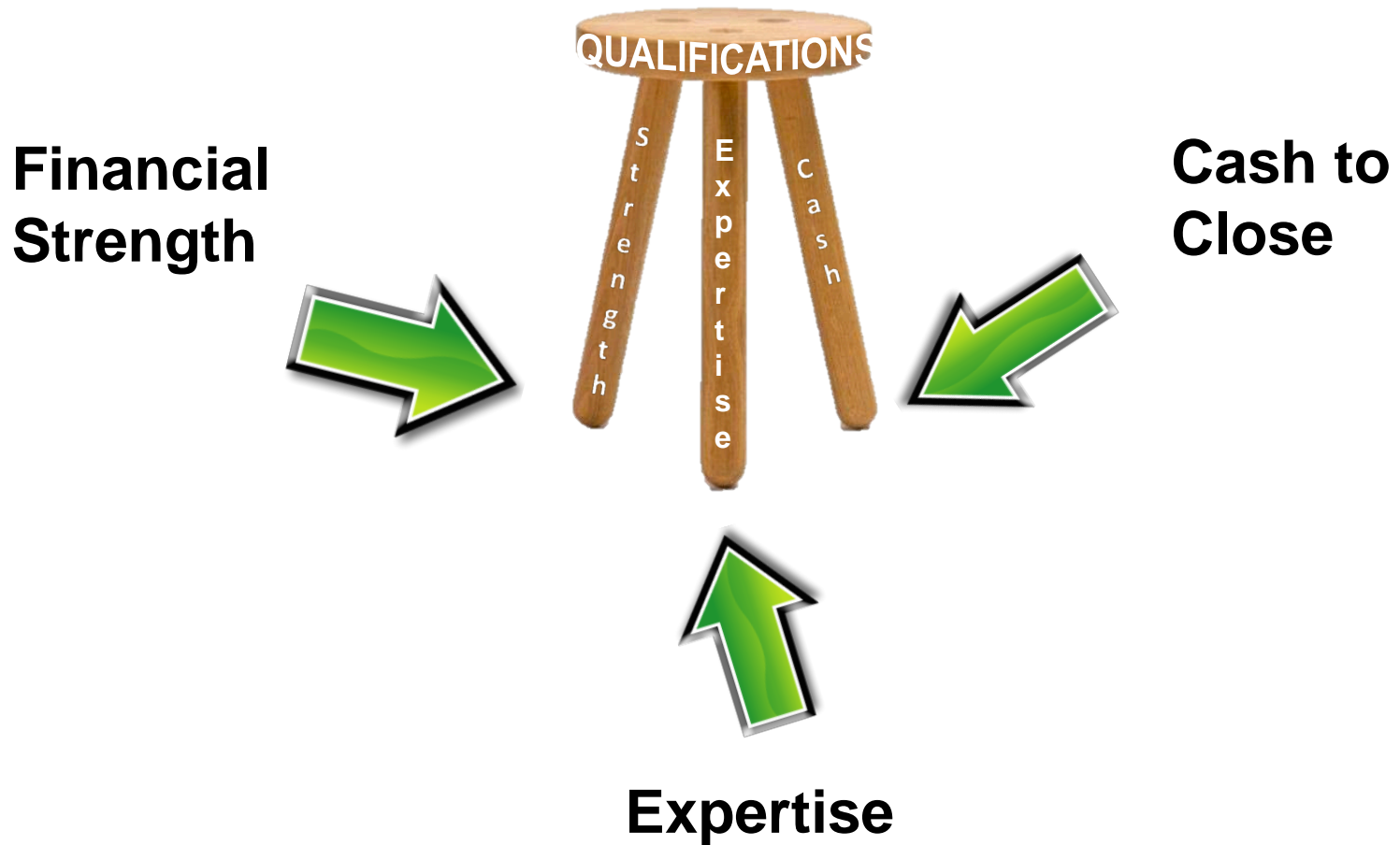
Step 2



- Prospective bidders may be required to meet additional criteria to receive further information on a specific **Structured Transaction**.
- **Transaction specific** qualification is required when a specific sale is in process.
- **For each Transaction:**
 - Structured Transaction Qualification Request Form.
 - Purchaser Eligibility Certification.
 - Structured Transaction Confidentiality Agreement.

Qualifying to Bid

Step 3



Level 1 Section

Proposed Acquisition Structure

- Provide a diagram and identify your proposed team structure.
 - Lead Bidder.
 - Private Owner.
 - Servicer.
 - Asset Manager.
 - Investor(s) providing >25% of total funding.
- Include Minority and Women-Owned entities.
- ***No changes to the identified team (lead bidder, servicer, asset manager and key investors).***



Level 2 Section

Business Matters

- **Bidder Evaluated in 4 areas**

- 1) Financial Background

- Credit rating.
- Audited financial statements.
- Dunn & Bradstreet Reports.

- 2) Funding

- Amount and availability to close and fund on-going transaction obligations.
- Cash and cash equivalents.
- Bank statements, commitment letters, documentation of callable capital.
- Other liquidity sources.



Level 2 Section

Business Matters (Cont.)

- **Bidder Evaluated in 4 areas** (Cont.)

- 3) Asset Management and Servicing

- Servicer rating reports.
 - Operational experience of management officials and key employees.
 - Sub-servicer relationships.
 - Experience with default management & loss mitigation.
 - Current servicing portfolio.
 - Disaster recovery plans.
 - Data security.
 - Call center operations including capability to deal effectively with non-English speaking borrowers.



Level 2 Section

Business Matters (Cont.)

- **Bidder Evaluated in 4 areas** (Cont.)

- 4) Portfolio Management Plan

- Asset management planning.
 - Timeliness & schedules.
 - Involvement of small, minority and women owned and local businesses.
 - Overall project strategy.
 - Demonstrating transition, control, direction, and exit.
 - How you will earn value.
 - Operational capacity.
 - Roles & responsibilities, key operations/functions.
 - Servicing issues.
 - » Call center operations supporting non-English speaking borrowers.
 - » Loss mitigation procedures.
 - Disposition and marketing strategy for assets.



Qualification Timeline

- **Timeline/Events** (generally)
 - 6 Weeks Before Bid Date.
 - Prospective Bidders Conducting Due Diligence Receive Bidding Instructions from Financial Advisors.
 - Establishes due date for Bidder Applications.
 - Provides instructions to submit Applications to a secure FDIC-designated mailbox.
 - 3 Weeks Before Bid Date.
 - Bidders submit Bidder Application & Supplemental Documentation.
 - 5 Days Before Bid Date.
 - Bidders notified by Financial Advisor on FDIC qualification determination.



Why Get Pre-Qualified?

- Only way to be informed of structured sale announcements.
- Its EASY.
- Its –

