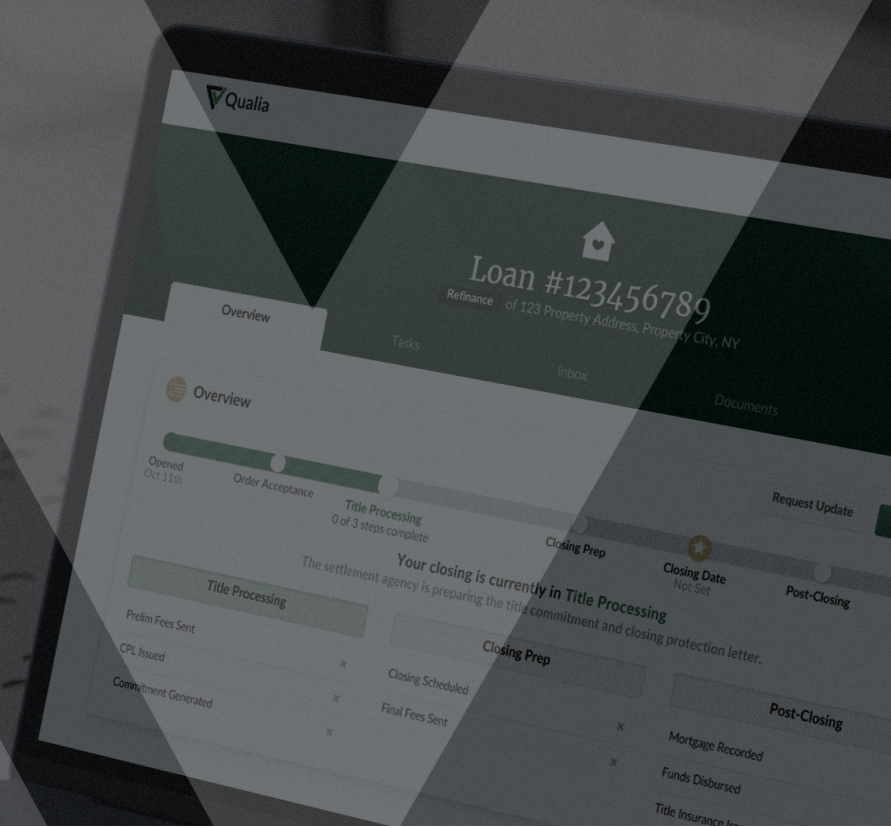




CASE STUDY

Allied Title



INDUSTRY

Title Insurance Underwriter

FOUNDED

2004

HEADQUARTERS

Chester, NJ

WEBSITE

allied-title.com

ABOUT

Real estate law firm that manages over 100 residential and commercial closings per month

Connect and Marketplace Empower Allied Title to Provide Outstanding Client Service in New Jersey

Allied Title, based in New Jersey, closes both residential and commercial real estate transactions in New Jersey as well as 3 other neighboring states. Qualia has empowered Allied Title to provide a superior closing experience through the ease of use, security, and transparency that lies within the platform. With the geographical expansion of Allied Title's transactions, Qualia allows for offices to easily expand and for seamless closing experiences to occur from anywhere.

Ready to see a demo of Qualia? Contact us at qualia.com/demo



MARK YOUNG
VICE PRESIDENT, SALES

“The ease of use on a day-to-day basis blows away any of the other companies that we’ve come across. Qualia has definitely given us the ability to serve our clients better.”

Qualia Marketplace

The utilization of the Qualia Marketplace has allowed for Allied Title to efficiently select vendors needed for transactions. Title services, notaries, release tracking, surveyors and other services are all available through the Qualia Marketplace. The wide variety of high-quality, trusted vendors are available at the touch of a button. Communication with vendors occurs within the Marketplace and allows for all information and documents to remain organized in the file. Time saved vetting and communicating with vendors allows for employees of Allied Title to focus on the customer and the service they are providing.

Qualia Connect

Qualia Connect allows for smoother, more organized transactions to occur. With the Connect App, Allied Title is able to instantly provide closing updates to their clients. The Connect quoting tool is embedded in Allied Title’s website and allows for potential clients to access a quote for their transaction within minutes. The Two-way Encompass Integration allows for information to be securely shared with lenders involved in the transactions. Local partners and realtors have remarked on the ease of use and the security of the Qualia Connect portal. With documents and vital information securely stored and available at the touch of a button, efficiency is maximized.

“Connect has been very important for our office in gaining new clients. Realtors and attorneys love using it.”

Mark Young | Vice President, Sales

Results

Qualia has empowered Allied Title to maximize efficiency and security through the use of the Marketplace and Connect products. Time spent vetting vendors and finding documents is minimized through the accessible capabilities of Marketplace and Connect. Communication is streamlined through the Connect App and ensures that all client communication is secure and organized. With the Marketplace and Connect products, security is heightened, efficiency is maximized, and transparency with clients is boosted. As a result, employees are able to focus their energy on customer service and clients are able to reap the benefits of a superior closing experience.