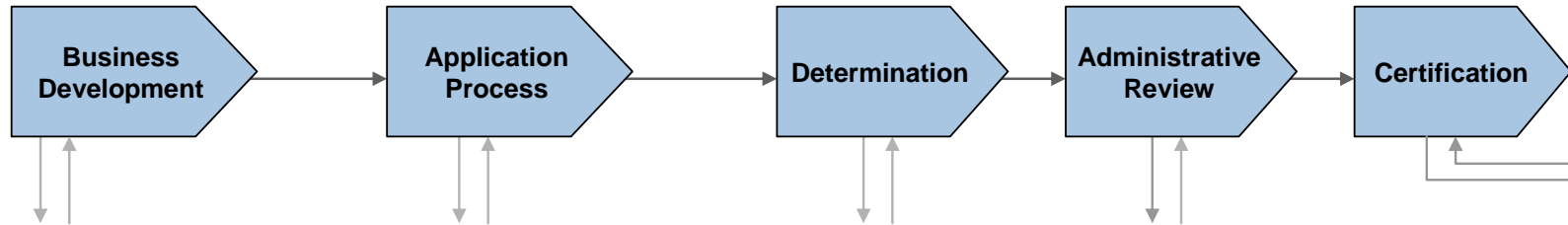




Example of Workflow Process



Stage
Process Steps / Actions

- 1 - Discovery
Find Outbound Calls, Web Leads, Inbound Phone Calls
- 2 - Initiation 1
Qualify Phone Discussions
- 3 - Initiation 2
Promote Benefits Convey Value Proposition
- 4 - Communication
Roadmap UCA, Checklist Clarify Application Process Steps
- 5 - Application Submission
Applicant ready to Application Process Business Development cycle complete

Stage
Process Steps / Actions

- 1 - Application Receipt Login Case File
- 2 - Initial Review Site Visit Schedule Site Visit
- 3 - Site Visit Viability Determination Prepare Initial Visit Report
- 4 - Evaluation Support Services Obtain Additional Supporting Documents and Finalize Report
- 5 - Review Compliance Ready Application, Site Visit Report and Supporting Docs for DA to Compliance Process Case Manager's Application cycle complete

Stage
Process Steps / Actions

- 1 - Review Compliance Receipt Verify Completeness
- 2 - Compliance Due Diligence Review Prepare Compliance Report
- 3 - Recommendation Compliance Report to Administrative Review Determination Analyst's cycle complete

Stage
Process Steps / Actions

- 1 - Approval Case Presented Submit to Auditor, General Counsel Detailed Review
- 2 - Certification Final Approval Sign Follow up Administrative Review cycle complete
- Final Approval Sign Follow up Partnerships

