



THE WAKEFIELD COMPANY, LLC

Contact:

Bill Campbell

Campbell Lewis Communications

212.995.8057

bill@campbelllewis.com

The Wakefield Company Names Michael Merrick Chief Technology Officer

Milwaukee, WI, March 31, 2006 – The Wakefield Company, LLC (www.thewakefieldcompany.com) the leading productivity and process management consultant to the residential mortgage finance industry, said today that Michael P. Merrick, PhD, has joined the firm as Managing Director and Chief Technology Officer.

Most recently Merrick was a Senior Solutions Consultant at TIBCO Software, Inc., Palo Alto, where he specialized in Business Process Management, Complex Event Processing, and Service Oriented and Event Driven Architectures for the integration of disparate systems and applications such as document management and data conversion, enterprise resource planning, point of sale, procurement, and existing legacy data stores. He also has extensive experience in designing and creating composite applications to maximize process efficiency, empower knowledge workers, and optimize relationship management. Prior to TIBCO, Merrick held system architecture, business development, and research positions at Pacific Sierra Research, Cable and Wireless USA, and the National Institute of Health. Merrick holds a BA Degree from Temple University and a PhD in Theoretical Chemistry from the University of Cincinnati. He also is a graduate of the US Navy's Nuclear Power School.

“Our business is helping clients measure the efficiency of their existing processes, benchmarking their results against top performers, and recommending and implementing strategic technology solutions. Mike’s experience and deep understanding of process design and systems architecture will significantly advance the consultative role that we provide,” said Terry Wakefield, CEO of The Wakefield Company. “Mike joins us at a most critical juncture for the mortgage industry: As interest rates rise and gain on sale margins compress, lenders with the most efficient production environments will gain a competitively preemptive capability. If you can produce loans faster and cheaper than your competitors, you win”.

“The mortgage industry has lagged other sectors of the economy in the adoption of event driven automation and the appreciation of proven manufacturing strategies, like supply



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chain management.” said Merrick. “But difficult times tend to focus an industry’s attention. I look forward to working with Terry and his team to bring new ideas and the latest technology to this important sector of our economy”.

About The Wakefield Company

The Wakefield Company, LLC provides transformation services to the residential finance industry. Located in Milwaukee, WI, The Wakefield Company applies methodologies proven in the industrial segment of the US economy to the production of residential mortgage loans. The company provides solutions that enable lenders to accelerate the delivery of third party settlement services to the loan production environment and increase revenue per loan by \$800 - \$1200. The Wakefield Company also assists clients with the creation of strategic alliances and capital formation.