



INDUSTRY LEADERS. INNOVATION EXPERTS.

Purcell Partners is a leading law firm specialising in mortgage processing solutions for Australia's top lenders.



PURCELL
PARTNERS

A MESSAGE FROM THE CEO

I founded Purcell Partners with



a clear vision: to transform the national lending market.

Soon after entering the mortgage processing industry, I realised some key things were missing: true transparency, seamless communication and real solutions to real problems.

Today, I believe Purcell Partners fills these gaps.

Since day one, we've gone from strength to strength. Our client base has grown consistently. And we're constantly enhancing our proprietary technology LEXTECH – a market-leading solution trusted by loyal lenders across Australia.

We're now recognised as leaders in our industry and pioneers in our field.

But as a dynamic team with a restless spirit, we never stand still. We know there are even greater things on the horizon – and we've only just begun.



Simon Purcell
President & CEO

ABOUT PURCELL PARTNERS



Established in 1996, Purcell Partners has made waves across the mortgage processing and debt recovery market. With a progressive approach, technology and service, we're transforming our industry for the better.



A reputation for excellence

Today, Purcell Partners is the provider of choice for the biggest names in the Australian lending market.

We've flourished over the years by remaining true to our core value: integrity. This means we treat every client with utmost respect – and stay accountable for everything we do.

What's more, our experienced and attentive professionals are trained to constantly think ahead. It's how we stay flexible to the unexpected and responsive to our clients' needs.



A restless, innovative spirit

From the beginning, we've been big-picture thinkers. Our team isn't afraid to ask the hard questions or challenge the status quo.

Today, we're recognised as the masterminds behind LEXTECH – an industry-leading mortgage processing software and winner of the 2016 Asia-Pacific Legal Award for best end-to-end processing system.

It's one way we've maintained our leadership edge and driven our industry forward.



A diverse, hands-on team

Unlike other mortgage processing providers, we have qualified solicitors who are always hands on.

This means our clients are supported by expert legal professionals – and get true peace of mind from our professional codes of conduct and comprehensive insurances.

Our clients also benefit from the diverse skills and experience of our team. Through close collaboration, we combine the expertise of our people to deliver a holistic solution, every time.

MEET OUR LEADERS



Simon Purcell

President & CEO
(LLB, BEc)

Simon is an inspiring leader – both within Purcell Partners and the industry at large.

Having begun his career in 1987 with a Bachelor of Law and Bachelor of Economics, Simon is now a respected expert in property, commercial, financial law, conveyancing and development.

As President and CEO of Purcell Partners, Simon drives our team towards his vision of transforming the industry. Integral to this is the continual innovation of LEXTECH, our software that champions lenders across Australia.

Never shying from a challenge, Simon is constantly searching for ways to break new ground and keep our industry moving forward.



Shauna Dunne

Vice President – Operations & Projects
(LLB, LLM)

With both a Bachelor and Master of Laws to her name, Shauna has deep expertise in complex commercial deals – as well as optimising the business, operations and projects that enhance our technology.

As the leader of our Project Team, Shauna drives the development of advanced, compliant products and software.

Focused on using innovative technology to produce world-class results, Shauna is a true force to be reckoned with.



Elicia Johnson

Vice President – Operations & Projects

Elicia has over 20 years' experience in the financial and property industries. She has worked for some of Australia's largest banks, in both commercial lending and management positions.

A seasoned Mortgage Processor and HR expert, Elicia has studied teaching, business management, and human resources – and holds several financial accreditations.

Passionate about the Purcell Partners vision, Elicia dedicates herself to managing our firm, projects and people to drive our technology and business.



Neill Fairbairn

Head of IT
& Projects

With over 20 years' experience in IT, Neill understands the software development lifecycle intimately, from inception to delivery.

Having worked in London for several years, Neill has completed projects using many different technologies for a range of sectors. These include marketing, publishing, insurance and investment banking.

As part of our leadership team, Neill's technical skills are instrumental to the success of our firm – and the world of mortgage processing.



Devesh Chauhan

Head of Strategic Development
(LLB, MMgt)

Devesh has been in the legal sector for almost 10 years.

A qualified and respected lawyer, Devesh possesses exceptional communication and presentation skills.

On top of delivering up-to-date legal solutions, Devesh maintains our lender network relationships – and forges new partnerships on behalf of our firm.



Sardha Perera

Head of Legal & Compliance
(LLB)

Sardha has a background in litigation, debt recovery and property law – and a keen interest in Self-Managed Super Funds.

At Purcell Partners, she is known for delivering precise and practical solutions to every client, every time.

Driven by curiosity and passion, Sardha also stays abreast of industry changes.



Jack Meredith

Head of Legal & Processes
(LLB)

Passionate about delivering detailed and practical legal advice to streamline processes, Jack was admitted as a solicitor in 2016. Since then, he's collaborated with many clients to deliver tailored strategies for complex commercial transactions.

Before his admission into the legal profession, Jack worked in the pharmaceutical industry for more than five years – providing key account management and service solutions.



Fiona Collier

Head of Settlements —
Residential

Fiona is a seasoned legal professional.

During her time, Fiona has established a career with the Director of Public Prosecutions (DPP). She also has deep experience in conveyancing and residential and complex commercial transactions.

Today, Fiona uses her invaluable expertise to oversee the day-to-day operations of our team.



Tania Donato

Head of Settlements —
Commercial

With a strong insurance background, Tania has been an account manager to some of Australia's largest banks.

A true team player, Tania is committed to forming long-lasting client relationships. She also supports our firm through her results-driven approaches – and strong management skills.

OUR SERVICE PORTFOLIO

From account management to mortgage settlements, we manage all our clients' files – and act as the first point of contact for every transaction. It's how we deliver true convenience and a seamless, superior service.

Mortgage advances

We're experts in residential and commercial advances for:

- Purchases
- Refinances
- Equity releases
- Equity increases

Mortgage discharges

Our firm is well versed to navigate the complexities of mortgage discharges. We support lenders with:

- Sales
- Refinances
- Productions

Mortgage defaults

Our team helps lenders offset the impact of defaults by handling:

- Payment arrears
- Legal action



OUR CLIENTS

Purcell Partners is the firm of choice for the most reputable names in Australia's lending market.



“ Without question LEXTECH has revolutionised our lending department.

It provides us with a system that's totally controlled by us.

Greg O'Neill –
President & CEO



“ Purcell Partners regularly delivers faster turnaround times for mortgage matters. Shorter time frames enable us to convert the loan sale quicker – enhancing the overall member experience.

Felicity King –
Executive Manager, Credit & Process Improvement



“ The people at Purcell Partners are efficient and accurate. Generally speaking, we can issue Loan Contracts to our members the same day that the file is instructed.

Yvonne Irvine –
Supervisor (Processing, Settlements & Discharges)



“ We are extremely satisfied with Purcell Partners' knowledge, efficiency and negotiation skills in complex recovery scenarios.

Natasha Whish-Wilson –
Chief Risk Officer



“ LEXTECH goes a long way to achieve the illusive 'straight-through' processing.

Peter Challis –
(former) CEO



LEXTECH: An industry leader – and a legend among lenders

Developed and continually improved by Purcell Partners, LEXTECH is our innovation in action – and our way of transforming mortgage transactions.

Supports
15K
registered users

Built on
22+
years' industry experience

Settled
\$17B
– and counting

The story behind LEXTECH

Active in the industry over many years, we identified what lenders across Australia needed most: greater transparency, seamless interactions and higher accountability.

We believed there was a better way. And we knew our firm had the skills and passion to create it. That's when LEXTECH was born.

Built for lenders by mortgage experts

LEXTECH is a web-based IT platform that simplifies mortgage processing.

From automatic updates and unlimited access to digital settlements and open communication, our system makes transactions faster and easier. Supported by a team of qualified specialists, LEXTECH has been adopted and trusted by thousands of other firms and their clients.

The LEXTECH advantage

Here's how LEXTECH helps us deliver a first-class service:

- **Utmost transparency, unlimited access:** As a cloud-based platform, LEXTECH lets all parties access, share and track information from any device and location.
- **A paperless process:** With LEXTECH, clients can send mortgage documents electronically. Borrowers are then able to sign and return the documents – all with a click of a mouse.
- **Compliant & convenient:** LEXTECH features set document packs which align with all relevant industry standards and regulations.
- **Supported by experts:** Our technology is supported by seasoned lawyers, paralegals and IT specialists who intimately understand our clients' needs.
- **Simpler, faster settlements:** Used for all kinds of transactions, LEXTECH can autogenerate mortgage documents, expertly manage processes and calculate costs – making settlements easier than ever before.

Always moving forward

Although our firm has created leading software, our work is far from over.

We regularly enhance LEXTECH to satisfy the growing needs of lenders. Our team is also constantly searching for new ways to enrich the industry and continually advance our approach.



LEXTECH™

GET IN TOUCH

Discover how
Purcell Partners can
help you today.

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