



Movement Mortgage

Aerohive and Dell Provide Solutions for Cloud-Managed IT at Fastest Growing Mortgage Bank in the Nation

Challenges

- Deploy network with unified wired and wireless management across all operations and branch offices, covering more than 40 states
- Increase security and mitigate network vulnerabilities
- Implement cloud-based network management without breaking the bank
- Identify a scalable and agile network solution to keep pace with record growth

Results

- Deployed enterprise-class network and IT infrastructure from end-to-end
- Achieved operational efficiency, cost savings, and alleviated IT burden
- Provided simplified and streamlined cloud-managed operations for greater mobility and productivity
- Received unparalleled service and support from both Dell and Aerohive

About Movement Mortgage

With headquarters in South Carolina, Casey Crawford and Toby Harris started Movement Mortgage in 2008 with a clear mission to love and value people by leading a 'Movement of Change' in their industry, corporate cultures, and communities. The company has experienced record growth. Its initial team of 4 has grown to over 3,400 employees today, and has quickly become one of the top 25 purchase mortgage banks in the country.

With over 450 offices in more than 40 states nationwide, Movement Mortgage originated \$7.83 billion in home loans in 2015, with plans to write up more than double that number of loans in 2016. Its upfront underwriting process for homeowners and real estate agents creates loyal customers. Movement Mortgage has operations centers

in Richmond and Virginia Beach, Virginia and Tempe, Arizona, and it also has a newly constructed state-of-the-art National Sales Support Center in South Carolina.

Based on the company mission, Movement Mortgage is dedicated to investing in people to make a long-term impact within the company and in the communities it serves. The company has "reinvested" back into its communities over \$16 million through its Movement Foundation.

The Challenge

Not even a year ago, Movement Mortgage's small IT team was supporting over 1,800 employees and more than 300 offices, which in short time would nearly double. To support this momentum, Movement Mortgage needed to take a broader look at its overall IT infrastructure.

The rapid growth of the company was a complex reality. The company estimates a ten-fold increase in devices connecting to its wireless network nationwide. Having a seamless and scalable enterprise solution in place was imperative. "With Movement Mortgage's exponential growth, we needed a solution that would provide central management and rapid deployment," explains Will Simons, Director IT.

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—Will Simons

Director IT, Movement Mortgage

The business model and culture of Movement Mortgage embrace open floor plans to foster mentoring and cross training, with many employees like loan processors and underwriters moving frequently throughout the office in a given day. Mobility is a way of life, and directly helps facilitate its corporate culture.

Before growth became exponential, much of the wireless networking equipment was off the shelf or SOHO, and the company urgently wanted to deploy an enterprise solution to ensure security and enable cloud-based network management. With its existing network management system, the company was not able to deploy Wi-Fi in its field offices, a huge challenge for optimizing operational efficiency.

A key and critical mandate for Movement Mortgage was to lessen its attack platform by deploying a secure solution with robust quality of service and stateful firewall functionality. Aside from the wireless network, Movement Mortgage wanted to simplify and streamline its architecture, working alongside solution providers committed to cloud-managed IT, from Wi-Fi to the data center and extending to endpoint devices.

The Solution

The IT team at Movement Mortgage began to evaluate the overall infrastructure. They had heard about Aerohive's success in nearby school districts and organizations such as the Charlotte Airport. Plus Aerohive and Dell both had reputations for superior responsiveness and support.

After evaluating wireless solutions from Meraki and Cisco, Movement Mortgage was impressed by Aerohive's ability to deploy robust solutions that were cost-effective and efficient. Wi-Fi from Aerohive proved reliable and resilient, and its partnership with Dell ensured a seamless cloud networking experience and exceptional collective service and support.

Movement Mortgage deployed Aerohive AP230 access points and Dell Networking N2048 switches. Aerohive HiveManager NG delivered cloud-enabled network management, providing a unified view of the network edge and setting a new standard for simplicity and flexibility. The company has set up separate networks for employees and guests and deployed networks in its branch offices, operations centers, and National Sales Support Center.

The company also uses Dell SonicWALL for advanced network security and has deployed Dell solutions and services from the data center all the way through to endpoint devices.

The Results

Movement Mortgage has benefitted from Dell and Aerohive's collaboration for cloud-managed networks, allowing a more secure, scalable, and cost-effective wireless solution.

"The Aerohive platform brings all operations and branch offices into a single pane of glass, allowing our IT team to efficiently and effectively monitor traffic, bandwidth usage, and network health," states Simons.

Using Aerohive's mapping tools built into HiveManager, IT staff no longer need to be on site for new branch rollouts and can coordinate with other suppliers for the planning and configuration, saving time and cost. While in the past the IT team spent a lot of time tracking down passwords and network keys, now the company can have a comprehensive and complete view of its network for situational control and monitoring across all operations.

Security across the wireless network is soundly addressed for a company that handles sensitive and confidential data. Solutions from Aerohive and Dell have lessened the potential attack platform and allowed VPN deployment across all offices, enabling a direct connection for loan origination processing. Having a TPM chip within the Aerohive access points gives Movement Mortgage confidence the device would be secure even if compromised or stolen, ensuring an end-to-end approach for security.

Throughout Movement Mortgage, cloud-based networking is ensuring greater mobility. Operations centers can now conduct training, streaming instructional video content to hundreds of employees throughout the year. Employees access many cloud-based applications including loan origination software and Office 365. Local offices use Apple TVs to display video and marketing material to potential partners and customers.

"The return on investment for cloud-based networking at Movement Mortgage is found in time and uptime and ease of use to ensure business continuity for a company where speed is a selling point. The benefits to having our operations and applications in the cloud are not only significant financial savings, but also alleviate staff workloads for managing and maintaining our infrastructure."

The Value of Collaboration

Without a doubt, Movement Mortgage has built a unique and passionate work culture, valuing its clients and employees above all else. The mission of the company is embraced across the organization and the IT team exudes excitement about the impactful corporate culture.

With its guiding principles, it is important for the IT team to seek solutions providers that share a similar passion for collaboration. "Aerohive and Dell have provided just hands down the best responsiveness and support to Movement Mortgage, from account representatives to engineers in the field. The seamless working relationship has benefitted our operations and our bottom line so we can focus on our work without slowing down."

With plans to write up to \$16 billion in home loans in 2016, Movement Mortgage has no plans to slow down any time soon.



Contact us today to learn how your organization can benefit from Aerohive wireless LAN architecture.

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