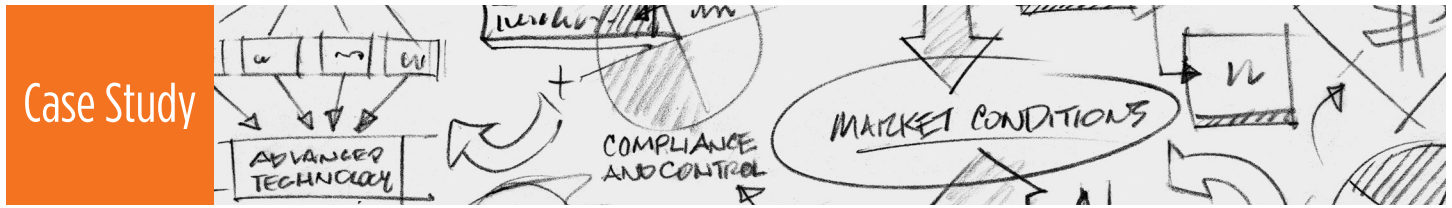


“Ellie Mae® has been a great partner all the way through.”



## COMPANY

HighTechLending

- Type: A Fair Housing Lender  
Licensed by the Department of Corporations under the California Residential Mortgage Lending
- Size: 143 employees
- Annual Loan Volume: \$300 million
- Location: Irvine, CA

## CHALLENGE

- Create a paperless, technology-based origination process

## SOLUTION

Ellie Mae's Encompass360®  
Banker Edition Mortgage  
Management Solution

- Provides an efficient, paperless process
- Provides end-to-end mortgage management functionality
- Enables speedy generation of accurate compliant documents

## Going paperless results in increased efficiency

HighTechLending was founded in 2007 with the concept of creating a totally automated and paperless mortgage bank to make the loan process more efficient and less painful.

“To stay competitive in the industry today you absolutely must have state-of-the-art technology,” says Don Currie, president of HighTechLending. “If you don't have the paperless loan process and the technology, you're not going to be able to compete. The paperless process is probably the most important thing that's happened in our industry in the last decade. It really helps to make the process more efficient for everyone involved, not only the consumer but also us on the back end. It enables us to process loans in a more efficient manner.”

To meet the goal of a paperless, technology-driven process, the most important decision HighTechLending had to make was the selection of its loan origination software (LOS).

HighTechLending chose Encompass360 Banker Edition with Success-Based Pricing because Encompass360 has all the automation and paperless processes it needed bundled into one solution. With Success-Based Pricing, HighTechLending gets a complete, end-to-end loan origination system for a base monthly minimum fee. Once that's met,

HighTechLending simply pays one set fee per loan. “We can take the application online,” Currie says, “image all of their personal information, issue an approval, lock the loan, and go all the way through to the secondary market and sell to the investor on the secondary market all for one fee per closed loan. I wasn't able to find that in any other LOS.”

Another deciding factor was Ellie Mae's price structure. “There were a lot of other software programs out there but they were very expensive, and Encompass was able to deliver a very robust product that fit within our budget,” he says.

### An end-to-end automated solution for mortgage lending

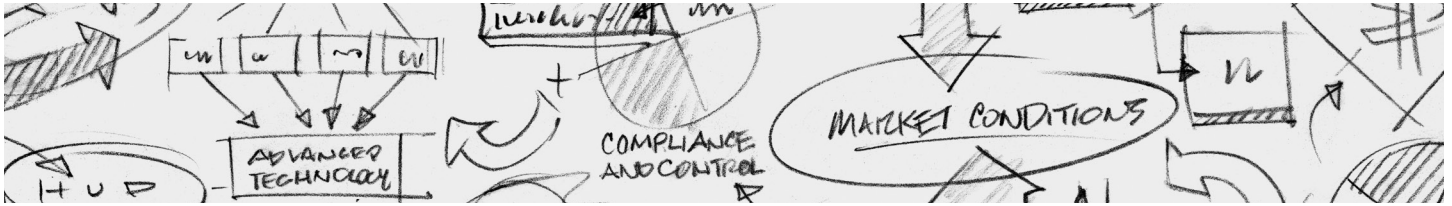
Currie concluded that Encompass360 with Success-based Pricing provided all the services HighTechLending needed to meet its goal of a paperless technology solution.

Encompass Electronic Document Management allows HighTechLending to scan paper forms and process documents electronically. The online eFolder in Encompass allows everyone



“One of the primary reasons why we chose Encompass® was that it provided a fully encompassing LOS that had everything within the software, so that we didn’t have to go to an imaging company and then go to an LOS, and go to a secondary marketing company. We were able to keep it all into one clear, concise LOS so that the information can flow, right from the consumers when they make their application, all the way through to the secondary market, and finally selling off to the investor on the secondary market.”

Don Currie, President, HighTechLending



## About Ellie Mae®

Ellie Mae® (NYSE Amex: ELLI) Ellie Mae (NYSE Amex: ELLI) is a provider of automation solutions for the mortgage industry. The company’s offerings include the Encompass® and Encompass360® mortgage management software systems. Ellie Mae hosts the Ellie Mae Network™ that allows mortgage professionals to conduct electronic business transactions with the lenders and settlement service providers they work with to process and fund loans. Ellie Mae was founded in 1997 and is based in Pleasanton, California. To learn more about Ellie Mae, visit [www.EllieMae.com](http://www.EllieMae.com) or call 877.355.4362.



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[www.elliemae.com](http://www.elliemae.com)

involved in the loan to access and work on files throughout the loan process in a 24x7 web-based environment.

With Encompass CenterWise™, each HighTechLending loan officer has his own individualized website and consumers can apply for loans online and check the status of their loans at any time. “It’s been a really great tool for us,” says Currie. “It makes the loan process faster and more efficient.”

The Ellie Mae Network™ also helps meet the goal of paperless processes. “We don’t want people going outside of the LOS,” says Currie. “Every time they leave the LOS and go to a separate application, we consider that inefficient. Having the ability to order title, escrow, any other vendor services right from our LOS electronically without using paper increases efficiency. The Ellie Mae Network is fantastic.”

Encompass360 provides HighTechLending with benefits beyond a paperless environment.

Encompass Compliance Service™ helps HighTechLending avoid compliance violations that could result in a forced buyback, a hefty fine or even a lawsuit from a borrower or consumer agency. “Encompass keeps us up-to-date with all the current compliance

issues, and it’s built into the system almost as soon as those compliance requirements come out,” says Currie.

Encompass360’s scalability is also essential to the rapidly growing company. “We’re able to grow the business and we don’t need to switch to a different LOS,” he says.

Finally, Encompass360’s configurable reporting functionality helps HighTechLending know the status of its pipeline on a daily basis. “We can create reports from a management standpoint down to the branch level, all the way down to the loan officer level, so everyone can have a report customized for themselves,” Currie says.

“As far as the future of HighTechLending, we’re hoping to build a great company for people to do business,” Currie concludes. “Ellie Mae has been there with me every step of the way to help me to absorb and train new employees, and help my platform grow. Ellie Mae has been a great partner all the way through.”

**Learn how other Ellie Mae clients are tackling business challenges with Encompass360. Contact us at [www.elliemae.com/casestudy](http://www.elliemae.com/casestudy).**

**See also: [Encompass Compliance Service Video](#).**