



FIORANO'S RECORD MANAGEMENT AND WORKFLOW PLATFORM ADOPTED BY QUICKEN LOANS

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Warren Hampton
Senior Ecommerce Architect
Quicken Loans

CUSTOMER PROFILE

Quicken Loans Inc., which consists of online lender Quicken Loans, Rock Financial and Title Source, is the largest online mortgage lender and the 21st largest retail mortgage lender in the U.S. (according to National Mortgage News). The company closed \$12 billion in mortgage loans in calendar year 2003. Headquartered in Livonia, MI, the company has nearly 1,900 employees and was recently named to FORTUNE Magazine's list of the "100 Best Companies".

BUSINESS PROBLEM

"We needed to find a middle tier development and messaging solution that would allow us to move towards our goals of standardization, component based architecture, security, and scalability, while still leveraging our varied skills sets and maximizing the lifecycle of our platforms," said Warren Hampton, Senior E-Commerce Architect at Quicken Loans. "In addition, we were looking to solve many of the issues that face all technology teams such as code reusability, ease of administration, lifecycle management, testing, and proactive system alerts."

SOLUTION

"After several months of demonstrations, in-house product evaluations and testing, we decided to go with the Fiorano ESB platform, because we felt there were some distinct advantages" said Hampton. "Fiorano ESB brings us the tools, scalability, flexibility, ease of use and a rich feature set combined with the cost efficiency we were looking for. The well designed architecture allows for safe, unobtrusive deployment without disrupting our existing platforms. The strength of their customer service and developer support was another major factor in our decision to go with Fiorano."

BENEFITS

"Fiorano ESB has seamlessly brought to us a powerful service orientated architecture platform that continues to prove its ability to change and adapt to our ever evolving business climate. We have received additional benefits in the areas of code reusability, enforcement of standards such as XML schemas and EDI specifications, error handling, interactive debugging and roll back scenarios - all of these bring us closer to achieving our future goals," he added.

"By unifying different disciplines such as Business Process Management (BPM), Enterprise Application Integration (EAI) and Business Activity Monitoring (BAM) in a single platform, Fiorano ESB enabled change management to become a simple and cost effective exercise, allowing businesses to rapidly respond to market requirements," said Atul Saini, President and CEO of Fiorano. "Highly competitive and aggressive pricing, combined with first-class customer support allows Fiorano to redefine the economics of business integration, delivering significant value and accelerated productivity to customers worldwide," he added.

ABOUT FIORANO SOFTWARE

Fiorano Software (www.fiorano.com) is a leading provider of enterprise class business process integration and messaging infrastructure technology. Fiorano's network-centric solutions set a new paradigm in ROI, performance, interoperability and scalability. Global leaders including Fortune 500 companies such as Boeing, British Telecom, Credit Agricole Titres, Lockheed Martin, NASA, POSCO, Qwest Communications, Schlumberger and Vodafone among others have used Fiorano technology to deploy their enterprise nervous systems.

To find out more about how Fiorano can help you meet your enterprise integration objectives, visit www.fiorano.com or e-mail sales@fiorano.com