Bay Equity Home Loans is a fast-growing mortgage lender and technology leader. Since putting the Microsoft Surface Pro in the hands of its mobile loan officers, the lender has seen cost savings rise and efficiency grow for its more than 1,000 employees. Surface Pro is the one device that makes the most of Microsoft cloud computing technologies while also providing the portability, long battery life, and improved security that a mobile sales force needs to close.

ONE DEVICE TO RULE THEM ALL

Gone are the company’s paper files and lengthy inventory of PCs, laptops, and iPads. In their place: Surface Pro, a single device that travels everywhere with loan officers, seamlessly connecting them to all of their data.

“’We’ve gone from deploying PCs and laptops over a course of days to deploying Surface Pro devices in hours.’”
- Phil Mikolaj, Executive Vice President of Technology, Bay Equity Home Loans

MULTIPLE SAVINGS FROM ONE DEVICE

Standardizing on one device has saved Bay Equity Home Loans an estimated USD1.37 million in redundant hardware costs. The company’s IT team now supports just one device, and Surface Pro is ready to deploy in a fraction of the time it took to prepare a single PC. Bay Equity Home Loans realizes savings for every minute its IT team doesn’t spend on routine configuration tasks.

“’When I realized that I could dock the Surface Pro on my desk, I got rid of my PC, my iPad, and my laptop. I cannot believe how it’s changing my efficiency as an individual employee.’”
- Phil Mikolaj, Executive Vice President of Technology, Bay Equity Home Loans

A PREMIER DEVICE FOR PREMIER SERVICE

Bay Equity Home Loans loan officers take full advantage of the power of Surface Pro, using it with a docking station, two external monitors, a full keyboard, and a mouse to navigate the document-intensive lending life cycle. Surface Pro is 50 percent faster than a Mac and runs the full Microsoft Office 365 suite, which interoperates with the Ellie Mae Encompass mortgage banking platform used by Bay Equity Home Loans.

Loan officers can slip the svelte Surface Pro into a briefcase or handbag and be on the go immediately. Surface Pro is as much a part of the loan officers’ tool set as superior number sense— and almost as portable.

“’We just didn’t believe that there was a way to pack the power of a PC into a tablet.’”
- Phil Mikolaj, Executive Vice President of Technology, Bay Equity Home Loans

“’We provide a premier service, and having a premier device is important.’”
- Kathryn Pedersen, Area Sales Manager, Bay Equity Home Loans

BUILT-IN SECURITY

Bay Equity Home Loans uses the built-in security features on Surface Pro, like Windows Hello facial recognition and Windows BitLocker Drive Encryption, to help secure sensitive financial data. And with Microsoft OneDrive for Business cloud-based storage, files synchronize automatically, ensuring that the loan officers always have access to files and notes without a plethora of passwords.

“Be all in with the go-anywhere Surface Pro.”