

ORACLE LEASE AND FINANCE MANAGEMENT FOR BANKS



GROW REVENUE WITH NEW PRODUCTS AND MARKETS

Offer full suite of configurable financial lease and loan products to meet unique customer financing requirements across multiple regions or countries

- Operating Leases
- Direct Finance Leases
- Sales Type Leases
- Fixed Rate Loans
- Variable Rate Loans
- Revolving Loans

SHARE INFORMATION & MAKE SMART DECISIONS THROUGH SINGLE SOURCE OF TRUTH ARCHITECTURE

Access all the information you need to in one system to work with customers, funding sources and accountants to manage:

- Customers, vendors and investors
- Contracts and agreements
- Assets
- Investment pools & portfolios
- Contract balance sheets and reconciliations

EXPAND INTO NEW MARKETS

- Automatic Multi-GAAP to account for transactions according to the standards required by each country in which you do business
- Define currencies and exchange rates to maintain contracts transacted in different currencies in one portfolio
- Comply with diverse and complex accounting regulations using robust and flexible accounting tools

Oracle Lease and Finance Management provides the ability to grow revenue with new products and markets, improve controls to manage risk while increasing margins, and build long-term relationships with customers, vendors, and investors. Unlike other products that generate fragmented data using obsolete technology, Oracle Lease and Finance Management is built on a “single source of truth” architecture that enables banks to share common information to make smart decisions across their enterprise.

Position for Growth Through Operational Excellence

Executives in the equipment leasing industry face increased competition with the threat of customers moving to competitors that put pressure on revenue growth, while increased product commoditization puts pressure on margins and the acceptance of higher risk. Unfortunately, complex integration of niche software applications and customizations result in rigid IT infrastructures that cannot adapt well to resolve these pressures.

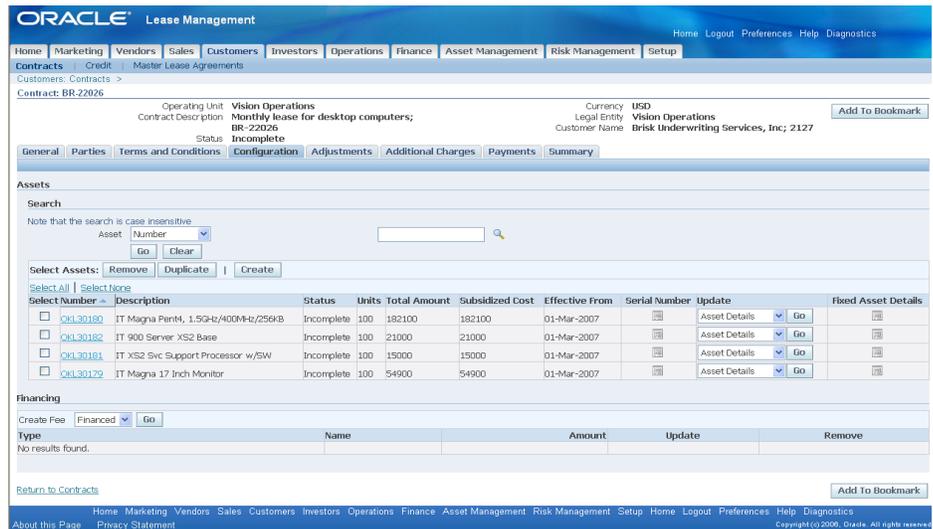


Figure 1. Manage your lease and loan at both the contract and asset level

Oracle Lease and Finance Management is designed for equipment financiers with a full suite of configurable financial lease and loan products to meet unique customer financing requirements across multiple regions or countries. It is built on a “single source of truth” architecture that enables banks to share common information, make smart decisions and seek solutions to meet the business pressures to drive portfolio growth through improved customer satisfaction and retention that generates repeat business and up-grade opportunities. You have the flexibility to implement efficient operating controls with configurable, automatic processes to manage risk and control operations that enforce policy while reducing operating and statutory risk and costly inefficiencies.

- Automatically represent a single transaction in multiple accounting representations according to your specified standards
- Configure tax parameters to calculate, collect and remit transaction-based taxes in compliance with leasing specific tax regulations across multiple legal entities, operating units and tax jurisdictions

STANDARDIZE CONTROLS TO MANAGE RISK & INCREASE MARGINS

- Standardize & control business processes to reduce risk
- Dramatically Improve Efficiency to Reduce Cost
- Validate contracts automatically
- Comply with and approve credit and funding checklists
- Contract templates streamline authoring process, increase accuracy, maintain control and enforce policy

OPTIMIZE BUSINESS RELATIONSHIPS

- Manage relationships with your customers with self-service & shared service centers
- Define vendor programs to manage agreements with vendors
- Manage contracts through the full contract lifecycle with vendor agreements
- Define operating agreements with partners
- Manage complex investor agreements with an unlimited number of investors for syndication and securitization
- Use a wide variety of attributes for customers, contracts, and assets to manage receivable pools associated with an investor agreement

Grow Revenue with New Products and Markets

Offer New Product and Services

To survive and grow in this highly competitive marketplace where products are commodities, equipment lessors and lenders must be able to adapt their financial products easily to meet the unique needs customers in new markets and regions. Oracle Lease and Finance Management provides flexibility to support your business in an ever-changing market. Leverage the power of configurable financial products to arm your sales force with the tools they need to grow your portfolio. Flexible tools let you quickly configure the terms and conditions you want to offer to the market in the form of financial products or services. You can configure the terms and conditions of an unlimited number of financial products and associate the appropriate financial product to a contract to govern the execution of fixed and variable rate contracts.

Expand into New Markets

With the globalization of your enterprise comes the need to manage transactions and account for them according to the standards required by each country in which you do business. Oracle Lease and Finance Management allows you to maintain contracts transacted in different currencies in one portfolio by defining transactional currencies and exchange rates, selecting a transactional currency, and defining the conversion basis when you create a contract. At month end, Oracle Lease and Finance Management enables you to adhere to diverse and complex accounting regulations with robust and flexible accounting tools. Automatic Multi-GAAP enables you to convert accounting for contracts and transactions in one region using accounting principles in another region automatically. Multi-ledger functionality allows you to represent a single transaction in multiple accounting representations according to your specified standards. A common infrastructure is used to configure tax parameters that calculate, store, collect and remit transaction-based taxes in compliance with specific leasing and lending tax regulations across multiple legal entities, operating units and tax jurisdictions.

Standardize Controls to Manage Risk and Increase Margins

Standardize & Control Business Processes to Reduce Risk

Finance companies are frequently frustrated by inflexible systems that were not designed to work together. Oracle E-Business Suite's Lease and Finance Management solution provides standard and configurable processes that manage and control your entire lease and loan portfolio. These processes help you re-engineer and automate processes to optimize the end-result.

Accounting for lease and loan transactions must conform to accounting principles and standards that vary from region to region worldwide. Oracle Lease and Finance Management provides a comprehensive accounting tool set that includes a powerful rules-based accounting engine that allows you to define the proper accounting for each financial product, a trial balance by contract, reconciliation reports, and drill-down capability from journal entries to the original transactions.

Dramatically Improve Efficiency to Reduce Cost

Administrative costs are among the highest expenses of an asset-based finance company. Integrating and streamlining traditionally labor-intensive processes from prospect management to generating quotes quickly to credit verification and contract authoring, reduces origination time and lowers administrative costs. Integrated sales and contract origination tools enable efficient processes that improve your bottom line and free valuable resources to focus on corporate objectives. Oracle Lease and Finance Management uses productivity tools, such as templates,

contract copying capabilities, quality-control validation, and data import to capture contract information, account for transactions and track leases, loans, and assets details. By using master agreements and financial products, you enter contract terms and product data only once, but use them over and over again, streamlining the contract origination process.

Make Quality Decisions Based on Reliable Information

A business situation is no better than the quality of the decisions that executives make. Good decisions are based on reliable information from summary ledger balances to transaction details across your entire enterprise. Oracle Lease and Finance Management is fully integrated with the Oracle E-Business Suite applications to enable you to drill down from general ledger balances to transaction details across your financial applications to provide information for quality decisions.

Optimize Business Relationships

To meet increased competition, successful equipment lessors and lenders strive to maintain strong relationships with their customers. Close relationships with dealers, vendors and investors are important to provide services and to meet funding requirements. Oracle Lease and Finance Management offers a full range of finance related agreements, including vendor programs, operating agreements, and investor agreements, that enable you to manage relationships with all of your partners. The result is your ability to fund portfolio growth and deliver a higher level of service at a lower cost.

Manage Relationships with your Customers

It costs more to attract and win new relationships with customers than to maintain the ones you have. To maintain the customer relationships, finance companies must provide quick, informative, and accurate information. Oracle Lease and Finance Management provides a call center with a 360-degree view of the customer including, but not limited to, accounts, contracts, receivables, and payables. The call center is integrated with Oracle's Interaction Center to route inbound calls, and Oracle's Collections module to manage outbound collection activities. In addition, self-service account management is available to support your customers while reducing the administrative costs of serving them. With customer self-service, your customers can perform many of the administrative functions that your call agents traditionally handled. Customers can review their invoices, request termination quotes, update bill-to sites, make payments, and more. All the processes are workflow driven that give you ultimate control by automatically enforcing contract and business rules.

Manage Relationships with Vendors

Equipment lessors and lenders must maintain complex relationships with multiple parties including manufacturers, vendors, and dealers as well as their customers. Vendor programs manage the terms and conditions that govern the responsibilities of multiple parties participating in a lease or loan transaction. Vendor program terms and conditions play a significant role in driving the creation, management, and execution of the lease or loan. Oracle Lease and Finance Management lets vendors and manufacturers independently view and update certain information on vendor programs and the associated lease contracts with vendor self-service. With vendor self-service, authorized vendors can view and request updates to information on lease or loan contracts, program agreements, and transactions without the need to contact your call center agents. Vendors can review their invoices, request termination quotes, update bill-to sites, make payments, and more.

KEY BENEFITS**WITH ORACLE LEASE AND FINANCE MANAGEMENT YOU CAN:**

- Position for growth through operational Excellence
- Grow Revenue through new products and markets
- Standardize controls to manage risk and increase margins
- Optimize business relationships

RELATED PRODUCTS:

Oracle Lease and Finance Management is integrated with the following products:

- Oracle General Ledger
- Oracle Receivables
- Oracle Payables
- Oracle Assets
- Oracle Inventory
- Oracle eBTax
- Oracle Service Contracts
- Oracle Credit Management
- Oracle Advanced Collections
- Oracle Install Base
- Oracle iStore
- Oracle Sales Online

RELATED SERVICES

The following services are available from Oracle Support Services:

- Oracle E-Business Suite Accelerators
- Oracle Application Solution Centers
- Online DBA
- Oracle University
- Oracle Consulting

Disbursement transactions to your vendors must be accurate, auditable, controlled and traceable. Inefficient processes to receive, record, track and reconcile supplier invoices increase the manual effort required and the cost to manage disbursements operations, which impacts your profitability. Maintaining multiple banks and accounts manually can result in errors and costly rework when processing payables transactions. Oracle Lease and Finance Management disbursement processes enable you to group requests for payment from customers by supplier, calculate the tax associated to the disbursement amount, and to create supplier invoices automatically based on defined rules. Agree with your supplier on the type of transactions that should be grouped on a single invoice with a single tax date. Then define the payment processing details that automate the disbursement payment process, including selection of the bank account, check number and handling of VAT or other taxes payable for the payable invoice.

Manage Relationships with Investors

Strong relationships with investors are critical to ensure you have the funding required to finance continued growth. Oracle Lease and Finance Management gives you powerful tools to manage complex investor agreements. You can setup an agreement with an unlimited number of investors, each with a defined stake and sharing percentages and link this agreement to a lease contract. Then, create and manage syndication and securitization agreements using the investor agreement functionality to manage billing and receipt of the investment, cash disbursement to investors, and communication of critical information. You can create a pool of future receivables using a wide variety of attributes for customers, contracts, and assets and link this receivables pool to an investor agreement. Once the investor agreement is created, Oracle Lease and Finance Management manages disbursements to the investors and uses the investor agreement terms and conditions to manage the lease or loan contract.

Oracle E-Business Suite—The Complete Solution

Oracle E-Business Suite enables asset-based lenders to efficiently configure lease and loan products to grow revenues in one system, manage customer, vendor and investor relationships, control operating costs and manage credit, operational and statutory risk - all from applications that are built on a unified information architecture. This information architecture provides a single definition of your customers, vendors, suppliers, employees, and financial products - all aspects of your business. Oracle E-Business Suite enables you to share unified information across your entire lease and loan enterprise so you can make smarter decisions with better information.

Contact Us

For more information about [insert product name], please visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.



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