ORACLE LEASE AND FINANCE MANAGEMENT FOR MANUFACTURERS

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E-BUSINESS SUITE

INCREASE EQUPMENT SALES PENETRATION

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 is for manufacturers who offer lease and loan financing to increase sales by meeting their customers' cash flow needs, providing bundled products, consumables and services, and improving up-sell opportunities through strong customer relationships. 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 manufacturers to share common information to make smart decisions across their enterprise.

Increase Equipment Sales Penetration

Manufacturers finance equipment sales to make it easier for their customers to purchase the equipment by alleviating pressure on cash requirements. Attractive financing through leases and loans can be a significant marketing differentiator to meet increased competition and pressure on revenue growth. Unfortunately, many manufacturers are burdened by rigid IT infrastructures integrating a complex web of niche software applications and customizations that cannot adapt well to support new financial products resolve these pressures in a rapidly changing market place.

Figure 1. Create and view payment schedules on the contract

Oracle Lease and Finance Management is designed for manufacturers who provide equipment financing 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 manufacturers to share common information, make smart decisions and seek solutions to meet the business pressures to drive equipment sales

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- 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

BUNDLE PRODUCTS, CONSUMABLES & SERVICES

- Offer an entire solution in bundled products, services and consumables in one price, one invoice and one contract
- Consolidate billing charges for equipment rent, fees and services generated by different business units on one invoice
- Allocate transactions for bundled products and services to the appropriate accounts automatically
- Simplify accounting and general ledger classifications automatically for each contract

UP-SELL THROUGH STRONG RELATIONSHIPS

- Expand into new markets world-wide to provide easy customer access
- Manage relationships with customers through shared service centers & self-service
- Manage end of term opportunities for upgrades, swaps, exchanges, and asset information
- Manage relationships with investors to fund growth
- Manage subsidy programs to offer customers lower prices to increase sales volume

through improved customer satisfaction and retention that generates repeat business and up-grade opportunities.

Increase Sales by Meeting Customer Needs

Offer New Products and Services

To survive and grow in this highly competitive marketplace where financing is a commodity, manufacturers must be able to adapt their financial products easily to meet unique customer needs. Oracle Lease and Finance Management provides flexibility to configure financial products to arm your sales force with the tools they need to finance your equipment sales. With unlimited financial products you have the flexibility to quickly configure terms and conditions you want to offer. Then, associate the appropriate financial product to a contract to govern the execution of fixed or variable rate terms through the contract life.

Manage Subsidies

Price incentives are very important in equipment sales and subsidies can play a key role in many manufacturers' marketing strategies. Subsidies enable the manufacturer to offer products and services to customers at lower prices to promote increased sales volume and strengthen customer relationships. Oracle Lease and Finance Management enables you to budget, manage and control your subsidy programs. Group your subsidies into pools by equipment type, region or other parameters to control the application of subsidies as you price lease and loan contracts. Generate budgets for subsidy pools to control the use of subsidies and ensure that in the aggregate, users do not exceed authorized subsidy usage levels.

Expand into New Markets

Customer expectations for easy access to service wherever they are located. As customers expand operations globally, manufacturers must develop markets in new regions. 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 leasing specific tax regulations across multiple legal entities, operating units and tax jurisdictions.

Provide Bundled Products, Consumables and Services

Many large manufacturers are in the business of providing full solutions to their customers, including equipment, services and consumables. Bundling products, services and consumables for one price, billed in one invoice, can simplify negotiations with customers while making it more difficult for competitors to compete on price. While multiple divisions in different regions may sell to the same account, many manufacturers want to present a single company image to their customers. Oracle Lease and Finance Management enables manufacturers to bundle service fees

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and charges for consumable products with equipment rent charged by different business units in a single invoice. You have great flexibility to group invoice details for rent, fees and services to meet your internal policy or customer requirements.

Improve Up-sell Opportunities through Strong Customer Relationships

Manage Relationships with Customers

It costs more to attract and win new relationships with customers than to build new ones. By offering financing through a lease or loan to the customer, you automatically establish a relationship for the term of the contract. To make the most of the relationship, finance companies must quickly respond to customers as circumstances change. Oracle Lease and Finance Management provides a call center with a 360-degree view of the customer including, but not limited to, assets, accounts, contracts, receivables, and payables. Once the call is received, agents can provide quick, informative, and accurate information to customers. In addition, reduce administrative costs to support your customers by offering self-service account management that enables your customers to perform many of the administrative functions that your call agents traditionally handle. Customers can review their asset information, 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. Fast and easy contact with your customers increases your chances to identify up-sell opportunities for your products, services and consumables and then process upgrades, swaps or exchanges.

Manage End of Term Opportunities

Once equipment is delivered to customers, multiple business units, for instance service, finance and remarketing divisions, need to track equipment through the asset life to capitalize on post-sales revenue opportunities. Oracle E-Business Suite and Oracle Lease and Finance Management enable multiple business units to know the quantity of assets in service and their location. When a lease contract expires, the service division can continue to track and maintain the equipment. When a leased asset is terminated due to trade-ins or upgrades by the finance division, the remarketing division can continue to track off-lease assets without interruption. As equipment is returned, the remarketing division can group equipment coming off-lease into units that meet their needs to sell, re-lease or scrap the assets.

Manage Relationships with Investors

Strong relationships with investors are critical to ensure the funding required for 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.

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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 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 Oracle Lease and Finance Management, please visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.

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