

Oracle Financial Services Lending and Leasing

Boost Your Vacation Ownership Business





The evolving marketplace

The U.S. remains a strong market for vacation ownership with a high concentration of key players and a rapidly growing number of international tourists. In the U.S., leisure and business travel categories are on the surge.

Global Vacation Ownership (Timeshare) market is projected to display a robust growth represented by a CAGR of 7.05% during 2018 - 2023. The global vacation ownership (timeshare) market is on an upward trend owing to urbanization, economic growth, and favorable demographics. Increasing high net worth population, escalating international tourism, and rising internet penetration have led to an increased demand in vacation ownership market. There is a constantly increasing entrance of new players in the market due to the greater business opportunities.

Resorts are now heavily investing in technology in order to meet the needs of the advanced market. A greater number of resorts have adopted new technologies to enhance their customers experience during the stay. Some resorts even added virtual reality experience for their customers. Resort groups are now looking at adopting technology solutions that increase their operational efficiency and enhance their topline and bottom-line growth.

Oracle provides solutions that manage the entire lifecycle of a timeshare loan account from origination, to servicing, and through any collection activities. Our solution is geared to handle complex servicing activities from maintenance billing and payments to securitization of accounts all out of a single platform, providing greater efficiency, faster response and flexibility for innovation. We provide clients the choice of hosting our solution on-premise, private cloud at customer or Oracle Public Cloud.

The solution also offers a SaaS+ PaaS deployment option. This helps lenders to extend the SaaS functionality as per their needs and reduce the reliance on Oracle. As opposed to the traditional SaaS approach, customers no longer need to wait for the software vendor to adopt and extend the required functionality on the SaaS platform. This allows faster time-to-market in spite of being on SaaS.

The application offers unparalleled functional coverage as well as the ability to leverage all enterprise data to help make the right product offers and finance decisions. It enables the business with predefined processes and a world-class framework to support all risk and compliance needs.





“Oracle Financial Services Lending and Leasing helps businesses keep up with the uphill task of keeping customers happy in a world full of choices. While different modules ensure every step of the engagement is given due attention, a myriad of features across modules offer a convenient and seamless experience across points of interaction.”

Oracle Financial Services Lending and Leasing can help the vacation ownership players to transform their ownership processes to a modern solution and platform, reaping the benefits of digitization.

The solution helps businesses loan account, membership account, and maintenance account on a common platform. Master account helps consolidate actions on all accounts in one go. It is easy to make the solution interact with third party systems through web-hook and vacation ownership employees can seamlessly map with upstream and downstream systems. Edition Based Redefinition (EBR) ensures close to zero downtime even when updates are under process. Users can also trade a TimeShare by Spilt, Combine, or Upgrade of the Existing TimeShare.

Oracle Financial Services Lending and Leasing also offers an associated account view and a consolidated account statement. This not only offers convenience to the staff members but also provides great customer experience. The solution offers configuration based condition posting and event framework to automate criteria based action execution.

Extensibility is available to users via one login to get access to the application. Users can easily add extra screens and features. Labels can be changed and extra fields can be added as per the required customizations.

“Though the market is highly fragmented, key players of the market tend to consolidate with smaller players of the market.”

Growing market requirements

The total sales volume of the timeshare industry exceeds \$14 billion, on average, each year. There are about 20 million households around the world that own at least one timeshare.

ORACLE CORPORATION

Worldwide Headquarters

500 Oracle Parkway, Redwood Shores, CA 94065, USA

Worldwide Inquiries

TELE + 1.650.506.7000 + 1.800.ORACLE1

FAX + 1.650.506.7200

oracle.com

CONNECT WITH US



facebook.com/oracle



youtube.com/oracle



linkedin.com/company/oracle



twitter.com/oracle

Integrated Cloud Applications & Platform Services

Copyright © 2020, Oracle and/or its affiliates. All rights reserved. This document is provided for information purposes only, and the contents hereof are subject to change without notice. This document is not warranted to be error free, nor subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document, and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

Oracle and Java are registered trademarks of Oracle and/or its affiliates. Other names may be trademarks of their respective owners.

Intel and Intel Xeon are trademarks or registered trademarks of Intel Corporation. All SPARC trademarks are used under license and are trademarks or registered trademarks of SPARC International, Inc. AMD, Opteron, the AMD logo, and the AMD Opteron logo are trademarks or registered trademarks of Advanced Micro Devices. UNIX is a registered trademark of The Open Group.



Oracle is committed to developing practices and products that help protect the environment

ORACLE®