

Oracle Lease and Finance Management

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, investors and manufacturers. 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 equipment finance companies 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.

The screenshot displays the Oracle Lease Management web application. At the top, there is a navigation menu with options like Home, Marketing, Vendors, Sales, Customers, Investors, Operations, Finance, Asset Management, Risk Management, and Setup. Below this, a breadcrumb trail shows 'Customers: Contracts >'. The main content area is for Contract BR-22026, with details for Operating Unit (Vision Operations), Contract Description (Monthly lease for desktop computers; BR-22026), Status (Incomplete), Currency (USD), Legal Entity (Vision Operations), and Customer Name (Brisk Underwriting Services, Inc; 2127). There are tabs for General, Parties, Terms and Conditions, Configuration, Adjustments, Additional Charges, Payments, and Summary. Below the tabs is an 'Assets' section with a search bar and a table of assets. The table has columns for Select, Description, Status, Units, Total Amount, Subsidized Cost, Effective From, Serial Number, Update, and Fixed Asset Details. The assets listed are:

Select	Description	Status	Units	Total Amount	Subsidized Cost	Effective From	Serial Number	Update	Fixed Asset Details
<input type="checkbox"/>	OKL30180 IT Magna Pen4, 1.5GHz/400MHz/256KB	Incomplete	100	182100	182100	01-Mar-2007		Asset Details Go	
<input type="checkbox"/>	OKL30182 IT 900 Server X52 Base	Incomplete	100	21000	21000	01-Mar-2007		Asset Details Go	
<input type="checkbox"/>	OKL30181 IT X52 Svc Support Processor w/SW	Incomplete	100	15000	15000	01-Mar-2007		Asset Details Go	
<input type="checkbox"/>	OKL30179 IT Magna 17 Inch Monitor	Incomplete	100	54900	54900	01-Mar-2007		Asset Details Go	

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

Key Features

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

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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. The solution is built on a “single source of truth” architecture that enables finance companies 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.

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.

PROVIDE BUNDLED PRODUCTS, CONSUMABLES AND SERVICES

Many equipment finance companies 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 organizations want to present a single company image to their customers. Oracle Lease and Finance Management enables companies to bundle service fees 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.

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

- 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
- 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

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, reduces 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.

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, assets, 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 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.

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

- 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

COMMAND CENTER

- Increase productivity by providing the user with information they can focus on what needs to get done
- Review summarized and detailed information in one place
- User Alerts to identify problem areas and act on time
- 360° view of vendor cash flow from Receivables, Payables and payments

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.

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 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 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 LEASE AND FINANCE MANAGEMENT COMMAND CENTER

The Oracle Lease and Finance Management Command Center provides actionable insights to empower lease personnel to drive revenue generating activities, reduce investment in leases, and improve operational efficiency, all without custom operational reporting. With tools and visualizations such as actionable indicators, interactive charts, and consumer-like search and filters, users can browse and drill on whatever captures their attention, revealing new information on which to base next discovery steps. Through this "information-driven navigation", users can quickly narrow in on priority transactions and take immediate, informed action.

The Oracle Lease and Finance Management Command Center is available at no additional cost to licensed users of Oracle Financials and Oracle Lease and Finance Management Release 12.2.4 and above.

Key Benefits

Oracle Lease and Finance Management offers the following benefits:

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

RELATED PRODUCTS

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

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

RELATED SERVICES

The following services are available from Oracle Support Services:

- Oracle E-Business Suite Accelerators
- Oracle On-Demand
- Product Support Services
- Update Subscription Services
- Oracle Consulting Services

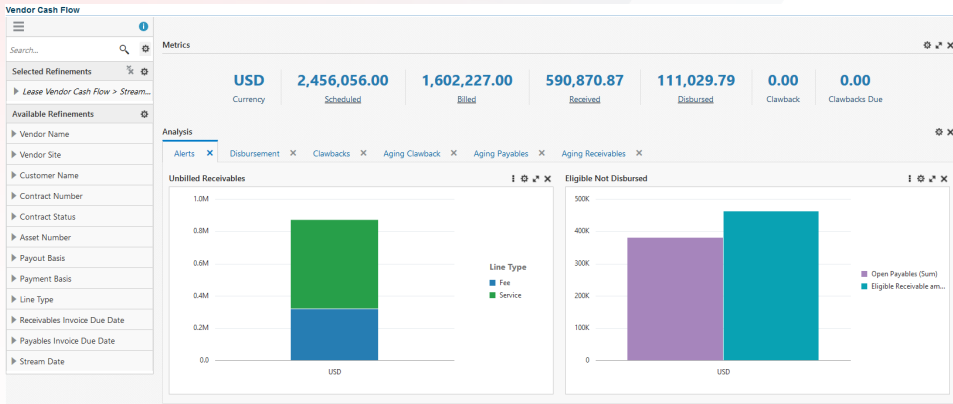


Figure 2. Vendor Cash Flow Dashboard


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.

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