

2017 SOFTWARE GUIDE

The leading software solutions for the equipment finance industry.



ELFA
EQUIPMENT LEASING AND
FINANCE ASSOCIATION



FUTURE-READY YOUR BUSINESS WITH IDS.

Today's equipment finance industry is at a critical inflection point—as demand rises for mobile apps, e-signatures and customer portals, there's no question that engagement with your customers, suppliers, dealers, and partners has changed dramatically and will continue to evolve. To achieve sustainable business growth in the future, you need a forward-thinking, forward-investing technology partner like IDS at your side.

IDS Solutions allow you to connect with your entire ecosystem, improve business processes, simplify compliance, and reduce risk—all while ensuring your business is well-positioned for growth no matter what the future holds. IDS full lifecycle equipment finance solutions are trusted by customers operating in more than 30 countries, including 7 of the Top 10 Captives* and 11 of the Top 15 Banks*.

Ask about our most recent InfoLease® and Rapport® releases featuring game-changing extensibility and digital transaction management capabilities. Let's chat about ways IDS can meet your company's current and future software needs.

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www.idsgrp.com

USA, Australia, Singapore, UK, India

*Monitor 100



INTERNATIONAL
DECISION SYSTEMS®

THE GLOBAL LEADER IN ASSET FINANCE SOFTWARE

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The Innovation Requirement



At no time since the Renaissance has innovation influenced human existence the way it does today. Accelerating technology, growing globalization and changes in how we work and play make it difficult to know what's coming next. In order to compete in this new and rapidly changing world, equipment finance firms are innovating their business processes and recognizing the value of investing in technology upgrades. Even companies that can't make wholesale changes are improving their IT systems in key areas that bring the most value—and making a solid business case for the investment.



ELFA's 2017 Business Technology Performance Index (BTPI) offers insights into some of the technology trends facing the equipment finance industry and some of the forward-looking initiatives industry companies are using to drive their firms into new markets and opportunities. Highlights from the report, which is based on industry research and input from ELFA members, include the following:

Replacement of front- and back-end systems remains a top initiative for equipment finance companies in the near future. A total of 35% of BTPI respondents indicated that over the next 18 months they would be considering a front-end system replacement and 27% indicated they would be considering a back-end system replacement. Some 63% of BTPI respondents indicated their core back-end systems do not meet future business needs while 54% reported the same for core front-end systems.



Other key initiatives to be undertaken by equipment finance companies include business intelligence improvements, electronic signature solutions and better integration with other various systems.

Mobile Channels - A total of 44% of respondents reported that mobile capabilities as a whole are missing from their front-end solution. However, that should change as 40% of respondents said they plan to provide these capabilities in the future.

Meeting Customer Needs - Many organizations find it challenging to keep up with increasing customer demands. Survey respondents reported that online execution of documents and online payment capabilities were two key resources they do not provide that customers are requesting.

To read more on this topic, download the Business Technology Performance Index at www.elfaonline.org/data/market-trends.

Are You Prepared for the New Lease Accounting Rules?

New lease accounting rules passed by the U.S. Financial Accounting Standards Board will become effective starting after Dec. 15, 2018 for public companies and after Dec. 15, 2019 for private companies. Companies should use the time wisely to prepare for the transition. Make sure you understand the new rules and consider how they will impact your company internally (including operations, staffing, accounting policies, education and underwriting). Consider whether there are system applications that need modification such as a separate front-end system or pricing tool. You should also consult with your software provider(s) to understand what version the upgrade modification will be applied to and whether that is compatible with your version in use. If you are operating on an older version, your upgrade path may be more complicated. Access tools to prepare at www.elfaonline.org/LeaseAccountingTools.

ELFA Technology Resources

In addition to this software guide, turn to the following resources for IT support:

Operations and Technology Conference.

This annual conference provides direction and support for equipment finance companies using technology to improve business processes, enhance customer satisfaction and increase operational effectiveness.

www.elfaonline.org/events

Business Technology Performance Index.

This annual study addresses the state of the equipment finance industry from a technology perspective.

www.elfaonline.org/data/market-trends

Research – The Equipment Leasing & Finance Foundation offers a variety of studies related to technology and efficiency.

www.store.leasefoundation.org

Operations and Technology Excellence Award - This program recognizes innovative uses of technology in the equipment finance industry. www.elfaonline.org/about/awards

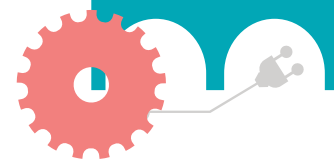
Electronic Documents – Access educational tools and learn about ELFA's initiative to expand use of electronic chattel paper in equipment finance. www.elfaonline.org/edocs

How do you know when it's time to upgrade your IT systems?

While you may have been ahead of the curve when you implemented your system years ago, your platform may not have kept up with the modern pace of change. Do you find yourself not able to take advantage of modern digital capabilities or quickly respond to changes in market conditions due to system constraints? If any of the following scenarios apply to you, it's time to consider whether your business could benefit from an IT upgrade:

- ❑ **Outdated:** You're running on an old platform and you're concerned it's no longer secure, reliable or compliant with new and ever changing standards, such as the new lease accounting standards.
- ❑ **Inflexible:** Your business is constrained by an inflexible system. Whether you are looking to offer new financial products, enter new markets or utilize new sales channels, you need a software platform that gives you the flexibility to grow your business as you need to.
- ❑ **Not meeting customer needs:** Your customers increasingly demand more flexibility in their agreement structures, including a desire to have bundled, managed services or non-standard finance agreements and your current software platform doesn't support these capabilities.
- ❑ **Straining headcount:** Due to system constraints, you cannot scale your business significantly without increasing headcount.
- ❑ **Lacking data:** Your key systems do not enable you to access data for meaningful analytics and service-level metrics tracking.
- ❑ **Not integrated:** Your integration capabilities are severely limited, preventing you from providing seamless processing for both internal and external users.
- ❑ **Slow:** Your software platform requires you to remain in overnight batch mode while the rest of the world, including your customers, has moved on to instantaneous response times.
- ❑ **Out of alignment:** Your software platform does not align with your current technology goals or digital strategy. If after assessing your business strategy and capabilities needed to achieve your business objectives you find your current system severely lacking or unable to adapt, it might be time for a change.





Program Name:

Alfa Systems

Type:

Asset finance platform for leases, loans and wholesale/inventory finance

Description:

Alfa has been delivering systems and consultancy services to the global asset and automotive finance industry since 1990.

Our best practice methodologies and specialised knowledge of asset finance mean that we deliver the largest system implementations and most complex business change projects. With an excellent delivery history over our 27 years in the industry, Alfa's track record is unrivalled.

Alfa Systems, our class-leading technology platform, is at the heart of some of the world's largest asset finance companies. Key to the business case for each implementation is Alfa Systems' ability to consolidate multiple client systems on a single platform. Alfa Systems supports both retail and corporate business for auto, equipment, wholesale and dealer finance on a multijurisdictional basis, including leases/loans, originations and servicing. An end-to-end solution with integrated workflow and automated processing using business rules, the opportunities that Alfa Systems presents to asset finance companies are clear and compelling.

Recent Enhancements

Alfa Systems, our class-leading software solution, is used by many of the world's top leasing and asset finance companies for full-lifecycle management of portfolios, ranging from the most complex structured loans to high-volume flow transactions. Alfa Systems is a fully scalable, enterprise-wide solution that provides end-to-end integration and workflow automation. Setting a new standard for operational excellence, Alfa Systems makes next-generation technologies available today; with an intuitive, highly customizable web-based user interface, easy deployment, and transactional transparency.

System Configuration:

Key features of Alfa Systems include:

- End to end support for all asset finance products: finance lease, operating lease, loan, hire purchase, per diems
- 100% web: easy deployment and integration using the latest technology
- Automated complex decisions and proven benefits with Alfa Systems Business Rules Engine
- Multicountry, multicurrency, multi-GAAP

Comments:

With over 40 clients in 18 countries, Alfa has offices all over Europe, Asia-Pacific and the United States.

Vendor:

Alfa

Alfa,

London, United Kingdom

Web Site: www.alfasystems.com

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Robert Johnson

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Social Media:



<https://twitter.com/@alfasystems>



<https://www.facebook.com/alfaworldwide>



<https://www.linkedin.com/company/alfasystems>

Alfa[^]

Cassiopae Inc.



Program Name:

Cassiopae

Type:

Global Finance Software - Lease and Loan Management

Description:

Cassiopae's equipment finance software supports basic to highly-structured leases and loans anywhere in the world. It's a front-to-back, multi-asset class solution built on the most widely used, powerful and scalable technology platform for captives and financial services companies. Use one, highly-flexible system for managing any type of equipment, vehicle, consumer, commercial, and real estate finance product. Cassiopae was designed from the start to support local language, currency, and robust accounting requirements using a single database.

Manage the complete loan/lease lifecycle including: lease and loan boarding, payment schedule calculation, commitment, closing, disbursement, activation, payment collection, payment reviews, pay downs, termination, workflow, document generation, accruals, P&I, escrow, billing notices, mid-term adjustments, maintenance, inventory, remarketing, delinquency, regulatory reporting, and document generation. Cassiopae supports multi-GAAP including IFRS, multi local taxes, and automated payment protocols.

Recent Enhancements

Cassiopae's V4.5 uses the latest technologies to provide a better end-user experience, easier deployment, and decreased costs.

- Extensive front, middle, and back-office features
- Flexible financial product management - even create your own
- Web-native, open technology
- Best-in-class user experience configurability
- Integrated multi-lingual, multi-currency, multi-investor and localized reporting support
- Integrated dashboards
- Automated Workflow
- Automated processes, even for very high volumes
- POS, customer self-serve
- Hosted or on premise

System Configuration:

Cassiopae leasing and lending software offers a configurable web-based user interface and leverages industry-standard technology including Web 2.0 Rich Internet Application technology, Oracle® DB, Unix®, Linux®, and Windows® environments.

Comments:

Cassiopae, a Sopra Banking Software company, is the leading provider of global finance and asset management software with over 25 years of experience. With over 300 customer sites in 40 countries, we offer unique experience implementing highly-flexible, global-ready solutions.

Vendor:

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Burlington, MA 01803
Web Site: www.cassiopae.com

Contact:

Bob Sullivan
Phone/Fax: 1-435-640-4186 / (435) 647-9969
Email: Bob.Sullivan@Cassiopae.com

Social Media:



<https://twitter.com/cassiopae>



<https://www.facebook.com/Cassiopae>



<https://www.linkedin.com/company-beta/252525/>





Program Name:

iMX

Type:

Complete leasing/finance software solution

Description:

CODIX has developed and implemented a global software solution called iMX. The solution covers the entire lifecycle of leasing products, assets and services. This includes the following:

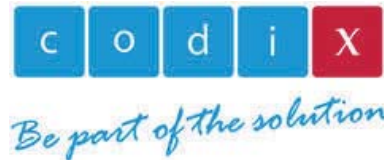
- Prospection
- Contract implementation including multiple assets features
- Acceptance
- Supply management and Pre-financing
- Contract management
- Contract and services modifications
- Early terminations, normal expiries and extensions
- Debt collection
- Asset management from supply to sale including lease and off-lease periods

Vendor:

Codix LLC
1230 Peachtree Street NE
Suite 1900, PMB 208
Atlanta, GA 30309
Web Site: www.codix.us

Contact:

William Quinn
Phone: (404) 790-0998
Email: bquinn@codix.us



Constellation Financing Systems Corp.



Program Name:

Edge, ASSET, Covarity

Type:

Origination, Portfolio Management, Loan Monitoring

Description:

Originations: Edge

Edge is an origination platform with functional support for all front office processes, including CRM, credit applications and adjudication, pricing, documentation, funding, reporting, and booking into the portfolio management system of record.

Portfolio Management: ASSET

ASSET is a proven leasing and loan portfolio management system of record with the functional depth required to manage leases, daily interest loans, and lines of credit. ASSET's functional depth includes class-leading syndication, securitization, and participations functionality.

Commercial Loan Monitoring: Covarity

Covarity automates the monitoring of working capital and/or Asset-Based Lending transactions.

Recent Enhancements

ASSET enhancements:

- Support for Non-Accrual Operating Leases
- Extension of accounting options for Non-Accrual Loans
- Support for CCA Tax depreciation from within ASSET
- New US Tax depreciation reports
- iLien Interface for UCC filing
- Integration with SuperTrump and Taxware

Edge enhancements:

- Support ability to import many different types of account information
- Enhanced Check Request and Invoice modules
- Redesigned Report Manager for better report categorization and ease of use
- Support ability to integrate with Outlook from within Edge
- Enhanced Web Portal functionality for easier third party vendors/brokers setup
- Extend the Insurance module to allow for better user search capabilities and insurance information flow

System Configuration:

ASSET can be deployed on any Windows Desktop, Windows Server, Unix and Linux environments are supported.

Edge can run on Windows Vista or Windows 7/8 or in any Browser and uses Microsoft SQL Server (2005/2008/2012) as its database.

Covarity is deployed as a SaaS, with a web browser the only client technical requirement.

Comments:

Constellation Financing Systems' software delivers full asset finance life-cycle functional support, delivered in component parts as a point solution or in whole in an end-to-end, enterprise basis.

Our software can be deployed either as a licensed in-house solution, a hosted ASP solution or as a Software as a Service (SaaS).

Vendor:

Constellation Financing Systems Corp.
690 Dorval Drive
Suite 405
Oakville, ON L6K 3W7Canada
Web Site: www.constellationfs.com; www.covarity.com

Contact:

Italo Guerrieri
Phone/Fax: (289) 291-4985 / +289-291-4998
Email: iguerrieri@constellationfs.com



**Program Name:**

Solar, JUKI

Type:

CRM, Front, Middle and Back Office. Web Native with Integrated Mobile

Description:

Fully integrated, web native solution, designed for the Global Finance Industry, providing seamless CRM, Front, Middle and Back Office functionality with integrated Mobile. Built using the latest web native technologies and finely tuned by our many years of industry experience, we believe we are able to deliver the most robust, flexible and complete asset finance software package in the Industry; a web native cradle to grave asset finance pricing, administration, accounting and collections system. Designed and built using Microsoft's .NET framework and SQL Server as well as the latest security technology based on Open Authentication Standards.

SOLAR:

Process any payment structure, with multiple drawdowns and other complex cash flows, including commissions, subsidy, maintenance, fees and insurance. Extremely easy to use as it runs in a standard web browser with controls that users are already familiar with.

- Available as either a hosted (cloud) solution or, as an in-house system
- Provides:
 - complete portfolio control through a full double entry bookkeeping system
 - user-configurable workflow with documents and alerts
 - flexible and user-configurable reporting
 - sophisticated decisioning and credit scoring
 - powerful calculation engine
 - user-configurable Collections functionality
 - includes CRM with a marketing campaigns management module

JUKI:

Standalone and integrated mobile processing for sophisticated financial calculations, Quoting and Portal functionality.

Recent Enhancements

Additional Asset functionality providing lifecycle asset processing completely outside of a contract.

System Configuration:

Designed and built using Microsoft's .NET framework and SQL Server as well as the latest security technology based on Open Authentication Standards.

Comments:

Copernicus provides full support for the modern Installment Finance Industry - available for Brokers, Small to Big Ticket, Independents and Captives. We offer a new approach designed to reduce implementation timescales and costs.

Vendor:

Copernicus-USA, LLC
790 Pan Am Avenue
Naples, FL 34110

Web Site: www.copernicus-consultants.com

Contact:

Ian Charik
Phone: (312) 919-5002
Email: ian.charik@copernicus-consultants.com



Dominion Leasing Software LLC



Program Name:

LeaseComplete

Type:

Lease accounting, loan accounting, asset management, equipment maintenance/repair tracking, collection tracking

Description:

A leading lease/loan accounting and asset management system for equipment, retail, and vehicle portfolios. Clients include banks, credit unions, trucking, auto, & independent leasing companies. LC supports a variety of lease/loan types, including direct finance, conditional sale, operating/true lease, interim funding, indirects, balloon notes, amortized term loans, interest-only loans, principal plus loans, equipment rentals and rent-to-own contracts. Features include: commitment and credit line processing, extensive termination and payoff functionality, true weekly billing, integrated inventory management, asset-level accounting, asset maintenance tracking/accounting, insurance tracking, notes payable and funding source management, collections, sales and pipeline tracking, workflow, configurable user interface via integrated screen painter, 400+ exportable reports, report scheduler with email, doc preparation and imaging, extensive search capability, industry interfaces, including G/L, Sales Tax and ACH/PAP.

Recent Enhancements

Maintenance includes new features and free system upgrade installs.

System Configuration:

Built on a Windows platform and supported by a SQL Server database, LeaseComplete makes custom configuration and integration simple. Via intuitive toolsets and an easy to use Screen Painter, many customizations can be performed by the end user, without costly IT support.

Comments:

"LeaseComplete has proven to be a solid and reliable product to handle all aspects of managing and servicing our growing equipment lease portfolio. The support and continued additions to the system are provided by a company Dominion Leasing Software, who insures quality service by proven professionals in software development

and industry knowledge. Based on my experience their support has been second to none in both turn around of issues and attention to our expanding needs. LeaseComplete will compare favorably with any product especially when you consider cost, features and their superior support."

Harry Kaplun
President
Frost Equipment Leasing and Finance
Frost National Bank
San Antonio, TX

Vendor:

Dominion Leasing Software LLC
1545 Standing Ridge Drive
Suite B
Powhatan, VA 23139-0550
Web Site: www.dominionls.com

Contact:

David Hill
Phone: (804) 403-3710
Email: david.hill@dominionls.com

Social Media:



<https://twitter.com/dominionls>



<https://www.facebook.com/dominionls>



<https://www.linkedin.com/company-beta/3088551/>





IFS Technology Solutions, Inc.



Program Name:

IFSLeaseWorks

Type:

Lease/Loan Accounting, Administration and Originations

Description:

IFSLeaseWorks efficiently and reliably manages the entire life cycle of a lease or a loan. This application is ideal for organizations of all sizes needing an asset-based solution to manage originations and administration of lease and loan portfolios. IFSLeaseWorks is comprised of configurable modules that support industry best practices and those practices that make your organization unique.

Features:

- Customizable work-flow, screens, fields, and field labels
- Configurable asset level accounting
- Support for direct finance leases, operating leases, interim rent leases, progress payment leases, synthetic leases, fixed and floating rate loans, customer lines of credit, securitizations, and syndications
- Support for vendor programs including private-label programs, pass-through AR, residual sharing, blind discounts, and web based vendor/dealer workflow (application workflow, documentation and reporting)
- Automated credit scoring using a rules-based credit engine or Fair Isaac Liquid Credit.
- Imaging enabled workflow and bar-coded document tracking
- Multiple billing options (ACH, Lock-Box, and Credit Cards)
- Flexible invoicing including unlimited invoice formats and email enabled invoices
- Lease Extensions and re-writes
- User-definable asset-level buyout quotes
- Outbound documentation including unlimited user-defined letters, letter archiving, letter workflow and email enabled transmission
- Configurable collections actions including promise-to-pay and collector productivity tracking capabilities
- Rules-based sales-tax management

Recent Enhancements

- Electronic Signature
- Dealer/Vendor Portal
- Customer Service Portal
- Business Intelligence Portal

System Configuration:

Database O/S: Unix, Linux and Windows
 Client O/S: Vista/7 or Citrix
 Database: Oracle DBMS 11g
 Development Platform: .NET 3.X/4.X
 Languages: VB.NET, ASP.NET, PL/SQL

Licensed or ASP/Hosted Solutions

Comments:

IFS Offers Custom Development and Implementation Consulting

Vendor:

IFS Technology Solutions, Inc.
 500 Route 17 South
 Hasbrouck Heights, NJ 07604
 Web Site: <http://www.ifstechnologysolutions.com/ifsleaseworks/>

Contact:

Mitchell Kaufman
 Phone/Fax: (888) 437-1183 / (201) 288-5715
 Email: mitch@IFSLeaseWorks.com



International Decision Systems



Program Name:

InfoLease®, Rapport®

Type:

Full Lifecycle Global Lease and Loan Management Solutions

Description:

IDS Solutions allow you to connect with your entire ecosystem, improve business processes, simplify compliance and reduce risk—all while ensuring your business is well-positioned for growth no matter what the future holds.

IDS full lifecycle lease and loan solutions support customers' business objectives and growth strategies with innovative solutions:

- Small to large ticket transactions
- Simple to highly complex pricing structures e.g. variable rates, revolving accounts, syndications
- Emerging market financing e.g. solar/wind energy
- Solution-based financing e.g. usage-based & bundled services/solutions
- Full lifecycle tracking of asset details

IDS Solutions begin with Rapport origination capabilities—application to decisioning to documentation to booking. With tight cross-platform integration, booked portfolios can be managed via InfoLease including contract management, accounting, end of term and asset management. Offering standard integrations and a suite of underlying web services, IDS Solutions can be integrated across the enterprise to offer value during originations such as dealer self-service, CRM and digital transaction management. InfoLease offers similar benefits including standard integrations like direct debit and property tax interface, as well as a full suite of web services enabling system-to-system integrations and digital strategies.

Headquartered in the US with offices in Australia, Singapore, UK and India, IDS is trusted by customers operating in over 30 countries, including 7 of the Top 10 Captives and 11 of the Top 15 Banks in the Monitor 100. Future-ready your business with IDS.

Recent Enhancements

IDS invests in delivery of roadmap capabilities driven by market trends and customer input every release—most recently delivering:

- E-signature and other digital transaction management capabilities
- Convenient price quoting via expanded Salesforce.com integration
- Mobile enablement of originations and self-service customer portals
- Expanded support for bundled solutions and managed services
- Full lifecycle reporting capabilities with open architecture for easy data access

Vendor:

International Decision Systems
220 South Sixth Street
Suite 700
Minneapolis, MN 55402
Web Site: <http://www.idsgroup.com>

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Phone/Fax: (612) 851-3370 / (612) 851-3207
Email: information@idsgroup.com

Social Media:



<https://twitter.com/idsgroup>



<https://www.facebook.com/IDSGrp>



<https://www.linkedin.com/company-beta/164417/>



INTERNATIONAL
DECISION SYSTEMS®



Ivory Consulting Corporation



Program Name:

SuperTRUMP

Type:

Pre-tax and after-tax equipment lease and loan modeling and pricing software.

Description:

Ivory's flagship product, SuperTRUMP, is the industry proven solution for modeling and pricing complex leases and loans, and is trusted by 8 of the Monitor top 10. For over thirty years, we have provided software, software customizations and consulting services to the equipment finance industry, including banks, captives and independents.

Ivory's newest product is SuperTRUMP EXPRESS for Salesforce:

SuperTRUMP EXPRESS for Salesforce prices equipment leases and loans. You can create pricing quotes and leverage Salesforce's workflow to streamline your quote to fund process. Plus you can eliminate manual data entry and errors by pricing in Salesforce.

SuperTRUMP is available on multiple platforms to meet your needs:

- SuperTRUMP Desktop
- SuperTRUMP Web
- SuperTRUMP for Salesforce

All SuperTRUMP solutions incorporate the most up-to-date tax and accounting classification tests, pre-tax and after-tax analyses and pro forma accounting output, as well as many pre-configured industry reports.

SuperTRUMP Oracle Lease & Finance Management:

Integrate SuperTRUMP industry leading equipment finance software capabilities into your Oracle Lease & Finance Management system.

SuperTRUMP Portfolio Intelligence:

SuperTRUMP Portfolio Intelligence analyzes the profitability of your equipment finance portfolio, providing insights that you can use right away. Portfolio Intelligence makes it easy to visualize profits on cash, accounting and economic yields – all while taking taxes into consideration.

SuperTRUMP Customizations:

Customize SuperTRUMP for your unique needs. Implement custom yield calculations and controls. Integrate SuperTRUMP into your CRM, originations, ERP and other software applications. Migrate from excel spreadsheets to a more accurate, reliable and scalable solution.

System Configuration:

- SuperTRUMP EXPRESS for Salesforce
- SuperTRUMP for Salesforce
- SuperTRUMP Web
- SuperTRUMP Desktop
- SuperTRUMP for Servers

Database products currently run SQL Server; Oracle 8i and later

Vendor:

Ivory Consulting Corporation
325 Lennon Lane
Walnut Creek, CA 94598-2418
Web Site: www.ivorycc.com

Contact:

Scott Thacker
Phone/Fax: (925) 926-1100 / (925) 926-1335
Email: scott.thacker@ivorycc.com

Social Media:



<https://twitter.com/IvoryConsulting>



<https://www.linkedin.com/company-beta/153803/>



Keypoint Intelligence



Program Name:

bliQ

Type:

Independent, online database for equipment pricing and data, reviews and custom tools

Description:

bliQ is an online database and software suite that provides verified pricing, specs and key data on more than 53,000 devices, including copiers, printers, scanners and software, as well as production and wide-format.

Leasing companies lose millions due to lack of accurate information from suppliers. bliQ helps companies avoid fraud and minimize risk by providing:

- Updated pricing on devices in their standard configurations, as well as on options and consumables available for almost all devices sold in North American, Asian and European markets
- Unique data that is very difficult to find, such as discontinuation dates, replacement models and domestic introduction dates
- Verification of the accessories applicable to each device

Tightly integrate BLI data into your workflow with a customized data feed. Our clients report that a customized data feed allows them to standardize their workflow, freeing up hours of staff time.

- Select only the fields you require
- Choose the delivery method preferred by your IT department
- Set the frequency of updates

Recent Enhancements

- A Total Cost of Ownership calculator for copiers, printers and scanners. This flexible tool provides pricing, allows for lease costs, and produces highly graphical, easy-to-read results
- Automatically highlight the differences among products in a side-by-side comparison
- Save custom specification views to make comparing products easier and relevant to your workflow

System Configuration:

bliQ is accessed via a web browser or a data feed can be provided via xml.

Comments:

For a demo or more information, please contact our sales department at 973-797-2100.

Vendor:

Keypoint Intelligence
80 Little Falls Road
Fairfield, NJ 07004
Web Site: www.buyerslab.com/leasing

Contact:

Deanna Flanick
Phone: (973) 797-2145
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Social Media:



<https://twitter.com/buyerslab>



<https://www.linkedin.com/company-beta/1015326/>





Program Name:

ASPIRE

Type:

LeaseTeam provides an end-to-end equipment finance lifecycle management solution.

Description:

LeaseTeam provides an end-to-end equipment finance life-cycle management solution, ASPIRE, that flexibly manages a contract from lead management through termination. ASPIRE is designed with a workflow orientation that focuses on standard business processes, integrating the data required by those processes and automating, tracking and streamlining processes intuitively, by each individual end user.

The end result to the customer is a comprehensive view into their entire enterprise, allowing for: better visibility into accounts, better customer service, improved efficiencies and a more intuitive decisioning process. Ultimately, a more fluid transaction life cycle brought on by having a true end-to-end system.

LeaseTeam remains committed to offering flexible solutions designed to meet the needs of their clients now and into the future. LeaseTeam’s goal with its flexible architecture is to accommodate all types and sizes of equipment finance companies including: small, middle market ticket sizes, small and large portfolios, captives, financial institutions and independents.

Recent Enhancements

ASPIRE is built using the latest technologies from Microsoft, which provides cutting edge functionality for the entire lifecycle of an equipment finance contract on one system.

The benefit LeaseTeam’s flexible architecture brings to its customers is the ability to take their business in any direction they choose while still utilizing the same system. LeaseTeam’s larger and more diverse client base also means a more robust set of features and solutions.

System Configuration:

LeaseTeam solutions can be deployed in house or in a hosted environment.

Comments:

For more information, please contact our Sales Department at (800) 531-5086.

Vendor:

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Contact:

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Social Media:



https://twitter.com/LTi_Solutions



<https://www.facebook.com/LTiSolutions/>



<https://www.linkedin.com/company-beta/59429/>



NETSOL Technologies

**Program Name:**

NFS Ascent, NFS DIGITAL

Type:

Credit Origination, Lease/Loan Management, Wholesale Floorplan Financing

Description:

NETSOL Technologies is a U.S. based, leading financial technology provider to the global equipment finance and leasing industry. NFS Ascent's end-to-end finance lifecycle solution is a fully integrated suite of products that can be used individually or together, including a Contract Management System (CMS), a web-based business Loan Origination System (LOS) and application processing tool, and a Wholesale Finance system (WFS) which automates the management of floor plan financing for finance companies and banks. NETSOL also offers NFS DIGITAL which consists of a suite of mobile applications, virtual reality and AI-powered chatbot programs that support every stage of the leasing lifecycle (new business through to portfolio management). NFS DIGITAL seamlessly integrates with NETSOL's NFS Ascent or any other third-party CMS.

Vendor:

NETSOL Technologies
24025 Park Sorrento
Suite 410
Calabasas, CA 91302
Web Site: www.netsoltech.com

Contact:

Farooq Ghauri
Phone: (510) 995-2800
Email: farooq.ghauri@netsoltech.com

Social Media:

<https://www.youtube.com/watch?v=sglnCHoY59U>





Program Name:

LeaseWave
Odessa (low-code development platform for the leasing industry)

Type:

LeaseWave is an End-to-End, Browser Based, Global Lease and Loan Management System.

Odessa is a low-code development platform on which LeaseWave was built. The Odessa platform allows users to configure and extend LeaseWave and build new apps.

Description:

Odessa is the developer of the LeaseWave Product Suite, a fully integrated browser-based lease and loan origination and portfolio management system. Designed to meet world-class standards of scalability and performance required by the largest equipment leasing and finance, vehicle leasing and fleet management companies, LeaseWave is comprised of 160 configurable modules that fully automate leasing operations while generating the underlying accounting entries for transactions. Headquartered in Philadelphia, Odessa employs a staff of 450 people with an exclusive focus on the global leasing industry. Over the last 19 years, Odessa has consistently distinguished our solution via three unique selling propositions:

Cutting-edge Technology: LeaseWave is built on an industry-standard technology stack that is consistent throughout the platform. By separating the business functionality from the technology driving it, LeaseWave allows for ongoing upgrades that provide cutting edge technology advances with minimal impact to end-users.

Configurable Design: LeaseWave is engineered to be configurable and customizable by the user to meet specific and changing requirements. Through the Odessa development platform on which LeaseWave is built, customers can extend and enhance their LeaseWave functionality and build custom LeaseWave or standalone apps.

Mature Functionality: LeaseWave has the maturity to manage the largest, most sophisticated leasing companies in the world from a diverse cross section of industries, as well as different sales channels.

Recent Enhancements

LeaseWave is integrated with market leading surround systems: Vertex "O" Series, Salesforce, DocuSign, eOriginal, SuperTRUMP.

System Configuration:

Current Version: LeaseWave 5.0
Odessa Development Platform: .NET 4.6
Language: C#, ASP.NET, VISUAL STUDIO 2015
Database: SQL Server 2008/2014

Vendor:

Odessa
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Philadelphia, PA 19102
Web Site: www.odessatech.com

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Email: jim.humphrey@odessatech.com

Social Media:



<https://twitter.com/OdessaTech>



<https://www.facebook.com/OdessaTechnologies.Inc/>



<https://www.linkedin.com/company/odessa-technologies-inc-/>



**Program Name:**

Salesforce.com Lease/Loan Accelerator

Type:

CRM, Loan/Lease Originations, Portals

Description:

Winner of the 2017 ELFA Operations & Technology Award.

Process your Lease and Loan originations on Salesforce.com. Tamarack has worked with over 30 Leasing and Lending Salesforce clients to develop this product. It includes leading AppExchange apps, custom Tamarack apps, and a preconfigured workflow to take a Lease or Loan from credit application through funding, allowing rapid and cost-effective implementation of an origination solution on Salesforce.com.

The Tamarack Accelerator includes the following features:

1. Custom Borrower & Partner Portals
2. Screens and workflow to manage the entire Lease/Loan Lifecycle: CRM, Quoting, Origination, Credit, Documentation, Funding, and Collections
3. Numerous Automations and Integrations: eSignature, Credit Bureaus, PayNet, Scoring, UCC Filing, Sales & Use Tax, Bank Statements, integrations to numerous lease accounting systems.

Why are so many lessors and lenders moving to Salesforce?

1. Openness: It's built on an open platform. You can hire developers all over the world to work on this. As well, it's architected to integrate with other software packages.
2. Secure: You have an army of security personal at Salesforce protecting you, your borrowers, and your partners' data.
3. Market Place: Just like we enjoy downloading Apps for our iPhone and Android devices, there are thousands of apps available in the AppExchange.
4. Future-proof: With Salesforce.com, you are constantly being upgraded behind the scenes. The platform is always ready for the latest technological advances.

Recent Enhancements

No expensive upgrades required. Because you are on a true cloud based product, Salesforce and Apps are constantly being upgraded behind the scenes.

System Configuration:

Salesforce.com is a 100% cloud based open architecture.

Comments:

For more information, please send us an email at info@tamarackconsulting.com or visit us at www.tamarackconsulting.com.

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Web Site: www.tamarackconsulting.com

Contact:

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Social Media:

<https://twitter.com/tamarackmn>



**Program Name:**

Vision XV

Type:

Web-based Origination Software Solutions

Description:

Vision Commerce provides leasing and finance organizations the ability to manage their time and responsibilities more effectively. How? By automating their origination lifecycle with our award-winning, best-of-breed software solutions.

Our product (Vision) is differentiated by its flexible framework, configurability and depth. Our solutions consistently run on the most current technology touting enhanced features/functionality and FREE version upgrades. With Vision, our subscribers can quickly and economically deploy unique solutions that meet the individual requirements of vendors, manufacturers, distributors, brokers, funding sources and other partners. We understand that each relationship is unique, which is why Vision was built to adapt to ever-changing business rules. On the user level, Vision allows internal staff to collaboratively originate, evaluate, score, price, and document in one integrated platform.

Our origination solutions are delivered to our subscribers in a number of methods to best suit their needs: SaaS (Software as a Service), Dedicated Hosted or Custom Install. Hosted or Install deliveries come with an unlimited license for additional access, customization and integration options. For those companies requiring a full end-to-end solution, Vision has integrated with a majority of the lease accounting systems in the market. Maximize your time (profitability) with cost efficient and scalable automation that works.

Recent Enhancements:

Vision Commerce introduced our ninth version in the last 17 years with a brand new user interface. Vision XV presents the new face of our award winning solutions using HTML5 and CSS3 to deliver a responsive web design. This will enhance the customer experience while effectively supporting remote team members on mobile devices. It also gives subscribers (and individual users) greater control over the management of their data.

System Configuration:

Vision is a web-based application (user functionality is accessible through a web interface/browser) but deployed to the customer in a number of ways based on their needs.

Comments:

For more information or a free demonstration, please contact our Sales Department at 636-669-1400.

Vendor:

Vision Commerce, Inc.
6034 Weldon Spring Parkway
Saint Charles, MO 63304
Web Site: www.visioncommerce.com

Contact:

Matt Lundergan
Phone: 636-669-1400 x108
Email: mattl@visioncommerce.com



White Clarke Group



Program Name:

CALMS Compass for Wholesale Floorplan Finance

Type:

Global end-to-end software for wholesale and retail asset and auto finance lending.

Description:

White Clarke Group's CALMS finance software leverages more than 20 years of innovation and global experience to deliver unrivalled technology for the banking, floorplan, asset and automotive finance industries. CALMS Compass end-to-end inventory finance solution delivers 'out-of-the-box' functionality that is fast and affordable to implement, with all the power of an integrated, 24/7 self-serve solution to support your manufacturers, dealers and suppliers. Delivered and supported by our floorplan experts in our Georgia-based center of excellence, CALMS Compass helps you improve operational efficiency while exercising better control. Visit www.whiteclarkegroup.com/calms-compass or call 1-678-951-8950 today.

System Configuration:

Highly scalable N-tier architecture, with open interfaces for integration and data exchange. Genuine Web 2.0 high availability, implemented as a hosted solution or deployed on-Premise in the client's own infrastructure.

Comments:

White Clarke Group proudly offers 25 years of finance technology leadership and innovation. It is a global organization employing around 600 professionals, with offices in the USA, Canada, Australia, China, Austria, Germany and the UK.

Clients include: Ford Credit, GM Financial, John Deere Financial, GE Capital, Exeter Finance Corp, Hitachi Capital, Toyota Financial, PACCAR, Volkswagen Financial, FGA Capital, LeasePlan.

Vendor:

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<https://www.facebook.com/WhiteClarkeGroup>



<https://www.linkedin.com/company-beta/535789/>



<https://www.youtube.com/watch?v=7zI81K2ExME>



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www.elfaonline.org/Directories/Software/

