



August 9, '02 for immediate use

Software for Maintenance and Operating Expense Management, Specific to Leased Equipment, Announced

(Irwin, PA) Original team members of LeaseTek, a developer of lease administration and accounting software from 1983 to 1998, then acquired by CFS Group plc, have re-united to create XeC, a software design/architect company that conceives and specifies value-added modules to complement existing core lease finance systems.

The maintenance and operating expense management system for equipment lessors is codenamed "MOX".

"Segments of the leasing industry are maturing to where the lessors will compete on commodity price or they will have to add new value in the form of services," stated Michael Pochan, CEO of XeC and former CEO of LeaseTek. "We saw this in copiers with the provision for paper, supplies and maintenance within the lease and in medical with the provision for consumables and usage."

"This is about complete asset Life-Cycle Management," stated John Voytko, president of XeC. " We are enabling finance companies to expand their reach."

The key MOX functionality under design for leasing & finance companies include:

- ❑ Tracking of **consumption and usage** of media, supplies and disposables
- ❑ Billing of the consumption and usage into the lease invoice
- ❑ Scheduling of **preventative maintenance** for the asset
- ❑ Tracking of **repairs, damage, upgrades and changes** to the asset
- ❑ Issuance and authorization of work orders for onsite work
- ❑ Suggestion of component upgrades based on **usage pattern**
- ❑ Prediction of the asset's **lease end value**
- ❑ **Reporting** on 'total cost to user ', identifying where savings are possible

"The lessee can more tightly monitor expenses and is willing to pay the lessor for that added benefit," added Voytko. "It creates a single-point-of-contact for the users to more effectively operate their assets."

"When you spend 15 years installing 451 systems in 22 countries and 5 languages for vehicles and equipment leasing, you learn to spot trends and value added sweet spots," offered Voytko. Pochan added "No XeC person has less than seven (7) years of experience. The team average is sixteen (16) years."

XeC means eXpErienCe. XeC conceives and specifies value-added modules to complement existing core lease finance systems They place experienced people and / or teams into an organization for short or extended periods of time, to work side-by-side with internal people to complete specific software projects.

FOR MORE INFORMATION, call John Voytko at 724-861-9953 or email info@XeC1.com

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