



NEWS RELEASE

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Leasing Education Series for Off Shore Development Teams

(Irwin, PA) XeC announces the *Leasing Education Series for Off Shore Developers*, a new training program designed to impart domain knowledge to off-shore programmers involved in leasing and asset finance software projects. The program is available in a university setting, on site, or via the Internet.

“The creation of this course was driven by two factors,” enumerated Michael Pochan, CEO of XeC and an Adjunct Professor at Carnegie Mellon’s Tepper Business School. “(1) the current criticisms of offshore development, and (2) the following statement by expert Watts Humphrey of the Software Engineering Institute – “The performance of software people is governed by four things: first, their understanding of the job they have to do...””

“Time and time again we have seen the results of lack of domain knowledge,” stated John Voytko, President of XeC, “If the development team does not understand the finance company’s business processes, they can make poor choices leading to costly modifications downstream.”

Sudu Rajurkar, a Project Coordinator for BindView in Pune, India, offers “Companies with developers having good business knowledge command higher rates for obvious reasons like improvement of time to market, improved turnaround times, and edge over competition for having business knowledge enabled resources.”

The program content was developed by XeC’s senior experts who have implemented over 451 lease and asset finance systems in 22 countries since 1983. They have trained hundreds of lessors and consultants as well as dozens of their own employees who supported lease administration and accounting software.

The education series helps ‘technologists’ better understand the nuances and complexities of the leasing industry’s business processes and accounting & taxation. The developers, implementers, project managers and Q&A staff can respond more effectively to the leasing department’s business requirements, thereby improving project ROI.

The education modules are available in live instructor-led and / or eLearning digital formats and can be customized for specific company requirements.

XeC is a software consulting group specializing in lease and asset finance education and system implementations. URL: <http://www.xec1.com>

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Leasing Knowledge =

Competitive Advantage