

July 25, 2003

Newsletter

Technology & Leasing

This is for:

Executives and Management in the Asset Finance & Leasing Industry

It is a :

Newsletter briefing assessing the impact of the latest and emerging Technologies and industry events

For more in-depth information on a topic, contact us.

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518 Main Street
Pittsburgh, PA 15642
724-861-9953
www.xec1.com



Should "WiFi" Mean Anything to Me ?

Yes. "WiFi" stands for WIRELESS FIDELITY and it refers to the improved clarity and performance of small-area wireless networks that are cropping up in airports and urban centers. Current WiFi networks can offer connection speeds of 11 Megabits per second using the 802.11b protocol...versus phone speeds limited to 56K. The new 802.11g protocol can achieve up to 54 Megabits per second.

THE CHALLENGES: having WiFi access where you need it; equipping laptops with wireless cards and training users; evaluating Cost / Benefit and S-E-C-U-R-I-T-Y.

OPINION: access is so limited to travellers that it only makes sense as a 'while-in-airport' productivity item, unless you convert your main offices to wireless.

The Sale of AllTel's Info Services Group May Change the Face of IT for Large Finance Co's

AllTel's Information Services Group, a provider of outsourced loan processing for Banks, was acquired by **Fidelity National Financial**, a \$ 5.1 billion real estate title insurance and mortgage processing company. In addition, **Ford Credit's 8 million retail loans and leases** were converted to the AllTel system and will be managed by Fidelity Information Services (FIS).

OPINION: if Ford validates the outsourcing model for the largest finance companies, look for GMAC, Toyota etc. to consider it with FIS's competitors like FiServ. They have been frustrated with their IT staffs for years.

What Will Happen to IDS and Info-Lease ?

IDS was clearly in the #1 market position in the U.S. when it was **Decision Systems** with **Info-Lease** as its flagship. It had the most customers and \$30 million in profitable sales. Its focus was the equipment leasing industry, not autos.

OPINION: But prior to the CFS Group plc buyout, it had failed in three areas (1) moving to new technology platform (2) offering a vehicle leasing system, and (3) establishing an accepted European presence.

The creation of IDS Group plc and the resulting financial losses did nothing to improve those three areas. A certain percentage of Info-Lease users will stay no matter what, just like mainframe COBOL users. But those seeking new techno platforms using Oracle, SQLServer and DB2 databases will certainly switch to proven systems and NOT wait for another new development effort.