

February,
2004

Special
Newsletter

Technology & Leasing Marketing



Study of U.S. Leasing Software Market has A Unique Perspective

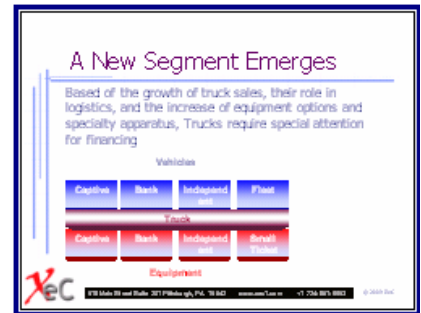
If you were threatened by sharks in the water, who better to tell you how the shark thinks but the shark itself ☺ Next best would be the other fish that swim in the same ocean.

A new study of the U.S. Leasing & Asset Finance market has been published by XeC that includes:

- an overview of the industry and its dynamics
- a competitive analysis of the leasing software companies with:
 - ❖ a weighting of financial power and
 - ❖ functional coverage
- key features required by market segment

The unique perspective comes from the fact that the authors spent 15 years as developers of leasing software. They competed against IDS, McCue, LeMans, CHP and others.

“We look at the market differently than a Big Five consultant,” stated Judy Miller, “because we actually had to live and compete in it daily.”



96

The study is delivered in slide format, so it is easy to absorb and share. For an additional charge, the slides can be accompanied with a voiceover from the authors, explaining the information in greater detail. It includes over 200 slides and with voiceover requires three hours to listen and watch.

Off-the-Shelf VS Customized VS Configured: What is the Future for the Leasing and Finance Industry ?

sourced and condensed from **The Monitor** December 1, 2003

A lease administration system is intricately imbedded within the business operations making it a non-trivial decision. Lessors face custom, off-the-shelf, and now **configurable** system decisions.

Previously lessors had two choices for leasing systems: 1) build a custom solution or 2) purchase an “off-the-shelf” system possibly with modifications. Custom solutions were more expensive and riskier but could produce a solution exactly matching a company’s operational requirements. “Off-the-shelf” solutions were more affordable and proven, but required the lessor to accept limits. Service bureau or in modern phraseology ASP (Application Service Provider) will be included in the “off-the-shelf” category.

New leasing software providers from North America as well as Europe are entering U.S. market. They are creating a “middle ground” by developing systems using:

- ✓ components and
- ✓ flexible configurations.

These systems are not 100% user definable but are much more flexible. Configurable systems get this flexibility by writing callable components and by using definable screens, report writers, and a workflow language to link everything together. (This spawns a new business role – configuration expert !!!)

For more on this, see John Voytko’s white paper on ‘Configurability of Leasing Systems’ at

http://www.xec1.com/Press_Releases/Press%20Release%20List.html

This is for:

Executives and Management in the Asset Finance & Leasing Industry

It is a :

briefing assessing the impact of the latest and emerging Technologies and industry events on Marketing Leasing Software

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

© 2003 Xec, Inc.
518 Main Street
Pittsburgh, PA 15642
724-861-9953
www.xec1.com

