

- Overview:** **International Decision Systems, Inc.** is the leading global provider of asset finance origination and portfolio management software and solutions. Our 30 years of history enables us to deliver operational efficiency, flexibility and compliance to over 250 financial institutions and equipment manufacturers worldwide. The majority of our diversely accomplished staff of global professionals are focused on product development and we offer the largest and most experienced global development, consulting, implementation and support teams in the asset financing industry.
- Executives:** **Tom Thomas**, Executive Chairman
Todd Davis, CEO
Richard D Barnes, COO and CFO
Steve Pittman, VP of Sales
Gerry Perham, VP of Products, Services, and Support
Paul Greening, VP and Managing Director of Asia Pacific
K.T. Schmidt, General Counsel/Vice President of Human Resources and Information Services.
Lori Needham, Director of Sales Americas & EMEA
Joe Franco, Director of Global Partner Program and Strategic Accounts
Tim Crouch, Director Global Accounts
- Investment Partners:** SV Investment Partners
- Board Members:** **C. Michael Armstrong**, Senior Advisor, SV Investment Partners, former Chairman of Comcast Corporation, former Chairman & CEO of AT&T and Hughes Corporations
Todd Davis, CEO, International Decision Systems
David Dobson, EVP, Pitney-Bowes Inc. & President, Pitney Bowes Management Services
Paul Lacy, Former President, Kronos, Inc.
Matt Rho, Partner, SV Investment Partners
Nick Somers, Managing Partner & Co-Founder, SV Investment Partners, Chairman of the Executive Committee of the IDS Board
Tom Thomas, Executive Chairman IDS, Former President & Chief Operating Officer GXS and Former President & Chief Executive Officer, Haht Commerce Inc.
- Ownership:** Private
- Headquarters:** Minneapolis, Minnesota USA
- Other Locations:** Sydney, Australia; Basingstoke, England; Singapore; Bangalore, India
- Founded:** 1974

Products

ProFinia®

Revolutionary Flexibility and Granular Asset Control to Grow Your Business

International Decision Systems ProFinia is the innovative answer to greater ability to manage a commercial finance portfolio asset-by-asset according to the preferences of finance customers. Ingrained in the system is easy execution of leases and loans, plus control at the contract or asset level. *ProFinia* is designed for the needs of evolving lessors who are migrating from traditional leasing to asset financing.

Rapport®

Transforming Origination Processes to Fuel Growth and Customer Satisfaction

International Decision Systems Rapport has opened new doors for businesses that seek efficiency and competitive advantage in their origination and booking operations. It is inherently adaptable with the use of *Rapport* rules to transform organizations focused on business process enhancements.

InfoLease®

Market-Leading Solution for Stability and Growth

International Decision Systems InfoLease continues as the gold-standard of the asset finance industry with millions of assets and more than \$500 billion of financed goods dependent on its reliability and dependability. In 2005 alone, more than \$10 billion in additional portfolios were converted to or grown in *InfoLease*. More than any other asset finance solution, *InfoLease* delivers sound leasing operations, rich functionality for loans, and robust reporting—all scalable to the needs of your organization, including regulatory compliance.

InfoAnalysis®

One Simple Solution for Powerful Transaction Quoting, Plus Tracking of Critical Sales Data

The key is to gain quoting efficiency without complicating the process or diverting sales time to administrative tasks. With *International Decision Systems InfoAnalysis*, salespeople can access a flexible, powerful quoting tool on their Windows-based PC - anytime, anywhere, with or without Internet access.

PortfolioEvaluation™

Reliable Projections for Sound Portfolio Management and Enhanced ROI

International Decision Systems PortfolioEvaluation has powerful features that deliver answers in seconds to “what if” scenarios for 10 leases or 10,000 or more. Use results in spreadsheets for custom analysis, or export full-color graphics for presentations. It’s easy, virtually automatic and eliminates errors common in creating customized models. Assumptions can be changed at any time.

Hamlet™

Lease vs buy? Helping Customers Make the Best Decision

International Decision Systems Hamlet compares purchase and lease alternatives using the Net Present Value (NPV) method. It analyzes all options simultaneously—even multiple leases and single-buy options—and determines the best one based on current cash flow. *Hamlet’s* easy-to-use interface helps make lease-versus-buy comparisons in seconds. Lessors can respond instantly to customer questions and keep the application moving, limiting risk of customers getting other quotes. *Hamlet* enhances customer service and saves time while reducing errors.

LeaseEnterprise®

Choose It and Use It. Leasing Software Can Be This Simple

Install *International Decision Systems LeaseEnterprise* today and run business on it tomorrow. We understand that every deal counts and profitability depends on the ability to act fast in response to customers’ needs, without causing mayhem in operations that result in late hours and lost vacations. *LeaseEnterprise* is the industry’s most intuitive and robust tool for automating lease management without intensive training or technical support.

CreditLine Plus®

Meet all dealer requirements and maximize potential revenue

International Decision Systems CreditLine Plus is your solution for wholesale finance, unit stocking, and floor planning. Designed for the administration of a wide range of dealer and supplier credit line structures, *CreditLine Plus* enables credit managers to view exposure and control risk in a secure environment that can be easily audited. Financiers can work with manufacturers to develop joint marketing strategies and also to construct finance programs that can be quickly deployed over the dealer/vendor network. Multi-franchise and dealer group credit lines can be accommodated to offer a complete stock funding facility.

DataDirect™

Vehicle information at your fingertips

International Decision Systems DataDirect provides comprehensive information for vehicle specification, for options including color and trim combinations, and pricing on over 20,000 cars and light commercials; it is updated daily and electronically distributed in a range of formats as a data feed for quotation systems and dealer management systems.

Detailed specification, pricing, and whole life costs comparisons are available with our TopCalc™ system as well as full service, maintenance, and repair budgets available via our SMR™ product.

Professional Services

Our Professional Services group provides unmatched industry expertise and focus to support implementations, upgrades, integration, and business transformation projects. We analyze customer needs to enable lessors to get the most from their in-house systems and technology, while helping them to take decisive actions that produce measurable results, including gaining a competitive edge, expanding market share, and increasing profitability and efficiency.

Collectively, the Professional Services team possesses hundreds of years of leasing industry, finance, and technology experience. Team members include MBAs, CPAs, IT specialists, master programmers, and multilingual communicators.

Executive Biographies

TOM THOMAS, EXECUTIVE CHAIRMAN

Mr. Thomas joined as Executive Chairman and a member of our Board of Directors in September 2009. He was most recently President and Chief Operating Officer of GXS, Inc., a provider of EDI & Global Supply Chain Management Solutions. Prior to its acquisition by GXS, Mr. Thomas served as President and Chief Executive Officer of Haht Commerce, Inc. Mr. Thomas also served as CEO and President of software providers Ajuba Solutions and Vantive Corporation, and in IT leadership roles at 3Com, Palm, Dell Computer, Kraft Foods and Sara Lee.

TODD DAVIS, CHIEF EXECUTIVE OFFICER

Mr. Davis serves as Chief Executive Officer and as member of our Board of Directors, joining IDS in June 2005. Mr. Davis has extensive leadership experience in the software industry. Before joining us, Mr. Davis served as Vice President and General Manager of Fair Isaac Corporation, Executive Vice President Worldwide Operations for Brio Software, Inc., and Vice President, CRM at Oracle. He has also held various management positions at Gevity HR, Inc. and Lucent Technologies, Inc. Mr. Davis received a BA from the University of Minnesota.

RICHARD D. BARNES, CHIEF OPERATING OFFICER AND CHIEF FINANCIAL OFFICER

Mr. Barnes has served as Chief Operating Officer & Chief Financial Officer since July 2007. Previously, Mr. Barnes served as Executive Vice President and Chief Financial Officer at supply chain service provider Zomax Inc. Prior to that, he was Chief Financial Officer and Chief Operating Officer of direct marketing company ValueVision Media Inc. Mr. Barnes also held finance and operations leadership positions at Bell Canada, the Pillsbury Corporation, and Bristol-Myers Squibb Company. Mr. Barnes received a bachelor of commerce from McMaster University and an MBA from York University.

STEVE PITTMAN, VICE PRESIDENT OF SALES

Mr. Pittman joined the company as Vice President of Sales in January 2010 and is responsible for new business development, strategic accounts and partner programs. Mr. Pittman brings to IDS over 25 years of enterprise software sales, sales management, consulting and application development experience. Previously, Mr. Pittman was Director of Sales, Eastern Region for GXS, Inc and Senior Account Executive with SAP America where he was in the top 2% of Account Executives. Mr. Pittman was also Vice President for PeopleSoft and held sales management positions for Siebel Systems and Oracle Corporation. Mr. Pittman holds a Bachelor of Science in Business Administration from Mississippi State University.

GERRY PERHAM, VICE PRESIDENT OF PRODUCTS, SERVICES, AND SUPPORT

Mr. Perham serves as Vice President of Products, Services and Support, joining us in April 2007. Previously, Mr. Perham held leadership roles for Lawson Software, Inc. including Director of Technology Development. Prior to that, Mr. Perham worked on product development and software engineering at a number of software companies including Webvan Group, Inc.; Brooks Automation, Inc.; Coopers and Lybrand; SofTech, Inc.; and Taylor Instrument, Inc. Mr. Perham received a BS from Rochester Institute of Technology and an MBA from Babson College.

PAUL GREENING, MANAGING DIRECTOR, ASIA PACIFIC

Mr. Greening has served as Managing Director, Asia Pacific since June 2007. Formerly, he served as Vice President, Asia Pacific at Saba Software, Inc., a provider of human capital management software. Mr. Greening also held senior executive roles with several software companies in the Asia Pacific region including General Electric Software International, Computer Associates International, Inc. (now known as CA, Inc.), and Cincom Systems, Inc. Mr. Greening received a bachelor of economics and an MBA from Adelaide University.

K.T. SCHMIDT, General Counsel/Vice President of Human Resources and Information Services

Mr. Schmidt is our General Counsel and Vice President of Human Resources and Information Services, joining IDS in August 2005. Previously, Mr. Schmidt worked as an attorney in the purchasing department of American Express and held various roles including Director of Information Technology for Intraspect Software, Inc., (now owned by Vignette Corporation). Mr. Schmidt has also served as Assistant Dean of Technology at St. Louis University School of Law. Mr. Schmidt received a BA from Northwestern University and a JD from Washington University in St. Louis.

LORI NEDHAM, Director of Sales Americas & EMEA

Lori Needham is our Director of Sales, Americas and EMEA and has been with us since October 1998. Prior to joining us, Ms. Needham worked as the Director of Customer Service operations at CFS LeaseTek and held various roles at IBM, Global Software, ITT Telecom, and Eaton Corporation. Ms. Needham has a Bachelor of Science in Business Administration from Ohio State University.

JOE FRANCO, Director Global Partner Program and Strategic Accounts

Mr. Franco serves as Director Global Partner Program and Strategic Accounts, re-joining IDS in March 2009. Previously, Mr. Franco served at Oracle USA as a Senior Practice Director as well as various Solution Specialist roles in the Financial Services Global and Business Unit. Prior to that, Mr. Franco was Sales Manager for IQ Financial, a software provider for companies offering syndicated loans. From 1996 to 2002, he served International Decision Systems where he worked directly with leading finance companies. Mr. Franco's 20-year-plus career also includes working directly for banks and independent finance companies.

TIM CROUCH, Director Global Accounts

Mr. Crouch is Director Global Accounts, having joined us in February 2009. In this role, he provides support and strategic advice to major global accounts. Prior to joining us, Mr. Crouch spent eight years with enterprise software provider Lawson Software, most recently as Global Director of Sales. Prior to Lawson Software, Mr. Crouch held various software sales roles with several organizations including Oracle. Mr. Crouch has a Bachelor of Specialized Studies focused on Accounting/Mathematics from Ohio University.