

**Overview:** **International Decision Systems, Inc.** is a leading provider of asset finance origination and portfolio management software and consulting, implementation and technical support teams used by financial institutions and equipment manufacturers. Headquartered in Minneapolis, Minnesota, International Decision Systems also has offices in London, Sydney, Singapore and Bangalore, India. International Decision Systems offers the largest and most experienced global development, consulting, implementation, and technical support teams in the asset financing industry. International Decision Systems supports approximately 250 customers worldwide with a diverse accomplished staff of over 300 professionals. The majority of whom are focused on product R&D.

**Executives:** **Todd Davis**, CEO  
**Richard D Barnes**, CFO and COO  
**K.T. Schmidt**, General Counsel/Vice President of Human Resources and Information Services.  
**Gerry Perham**, VP of Products  
**David Nash**, VP of Professional Services  
**Paul Greening**, VP and Managing Director of Asia Pacific  
**Lori Needham**, Director of Sales  
**Doug Schick**, Director of Customer Support

**Investment**

**Partners:** **SV Investment Partners**

**Board Members:** **C. Michael Armstrong**, Chairman, SV Investment Partners  
**Nick Somers**, Partner, SV Investment Partners  
**Matt Rho**, Partner, SV Investment Partners  
**David Dobson**, EVP, Chief Strategy and Innovation Officer, Pitney Bowes  
**Paul Lacy**, Former President, Kronos, Inc.  
**Todd Davis**, CEO, International Decisions Systems

**Ownership:** **Private**

**Headquarters:** **Minneapolis, Minnesota USA**

**Other**

**Locations:** **Sydney, Australia; Basingstoke, England; Singapore; Bangalore, India**

**Founded:** **1974**

**Employees:** **US/North America 144**  
**Bangalore, India 122**  
**EMEA 26**  
**Australia 9**  
**Singapore 3**

**Products:**

**ProFinia®**

**Revolutionary Flexibility and Granular Asset Control to Grow Your Business**

*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**

*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**

*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 *InfoAnalysis*, salespeople can access a flexible, powerful quoting tool on their Windows-based PC - anytime, anywhere, with or without internet access.

**Products:**

**PortfolioEvaluation™**

**Reliable Projections for Sound Portfolio Management and Enhanced ROI**

*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**

*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. Its 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 *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 results 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.

**UK Products:**

**CreditLine Plus**

CreditLine Plus is used by credit managers to view exposure and control risk.

**Data Direct**

Data Direct provides comprehensive information on over 20,000 cars and light commercials, updated daily, sold separately and as a data feed

**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:**

**TODD DAVIS, CEO.**

Mr. Davis has served as Chief Executive Officer since January 2007 and as a director since June 2005. From January to December 2006, he served as President, and from June 2005 until January 2006, he served as Chief Operating Officer and Director. Prior to joining us, Mr. Davis served as Vice President and General Manager of Enterprise Decision Management Software and Services at Fair Isaac Corporation from January 2004 to June 2005. Before that, Mr. Davis served as Executive Vice President Worldwide Operations for Brio Software, Inc., a business intelligence software vendor acquired by Hyperion Solutions Corporation, from April 2001 to March 2003. Prior to working at Brio Software, Inc., he was Vice President, CRM at Oracle. He has also held management positions at Gevity HR, Inc. and Lucent Technologies, Inc. Mr. Davis received a BA from the University of Minnesota.

**RICHARD D. BARNES, CFO and COO.**

Mr. Barnes has served as Chief Financial & Operating Officer and as a director since July 2007. From August 2005 until the sale of the company in October 2006, he served as Chief Financial Officer and Executive Vice President at Zomax Inc., a provider of supply chain services primarily to the personal computer and software industries in North America and Europe that was listed on the NASDAQ Global Market during Mr. Barnes's tenure there. Prior to that, he served as Chief Financial Officer of ValueVision Media Inc., a direct marketing company listed on the NASDAQ Global Market, from 1999 to 2004, and also as Chief Operating Officer from 2001 to 2004. Prior to his employment with ValueVision Media Inc., Mr. Barnes held Senior Vice President or Vice President roles relating to financial operations at Bell Canada, a division of BCE, Inc., the Pillsbury Corporation, and Bristol-Myers Squibb Company. Mr. Barnes received a bachelor of commerce from McMaster University and an MBA from York University.

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

Mr. Schmidt has served as General Counsel and Vice President of Human Resources and Information Services since August 2005 and served as Corporate Counsel from February 2005 to August 2005. Prior to joining us, from May to August 2003, Mr. Schmidt worked as an attorney in the purchasing department of American Express Company. Before that, from October 2000 to October 2002, he served in various roles, including Director of Information Technology for Intraspect Software, Inc., which is 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.

**GERRY PERHAM, Vice President of Products.**

Mr. Perham has served as Vice President of Products since April 2007. Mr. Perham served as Director of Technology Development for Lawson Software, Inc. from March 2006 to March 2007, and in various other roles from October 2001 to March 2006. Prior to his tenure at Lawson Software, 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.

**DAVE NASH, Vice President, Professional Services.**

Mr. Nash has served as Vice President of Professional Services since November 2005. Prior to joining us, he served in a variety of positions at Sun Microsystems, Inc., for nine years, most recently as U.S. Enterprise Web Services Director. Prior to Sun Microsystems, Inc., Mr. Nash was a Client Partner with Cambridge Technology Partners, an information technology consulting firm, where he was responsible for sales and delivery for the southeast region. He has over 20 years of experience in the information technology services and consulting industries. Mr. Nash received a BA and an MBA from the University of Michigan.

**PAUL GREENING, Managing Director, Asia Pacific.**

Mr. Greening has served as Managing Director, Asia Pacific since June 2007. Previously, from August 1999 to March 2002, he served as Vice President, Asia Pacific at Saba Software, Inc., a provider of human capital management software listed on the NASDAQ Global Market. Prior to joining Saba Software, Inc., Mr. Greening 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. He has over 20 years of experience in information technology. Mr. Greening received a bachelor of economics and an MBA from Adelaide University

**LORI NEEDHAM, Director of Sales Americas.**

Lori Needham has served as Director of Sales, Americas since May, 2008 and EMEA since March, 2008. Lori is a solutions-oriented professional with over 25 years experience in customer service, sales, research and planning. Lori has been involved in various team-building and leadership roles in the equipment finance market since 1998. Prior to joining International Decision Systems, Inc. in 2000, Lori worked for CFS LeaseTek as the Director of Customer Service operations. Prior to LeaseTek Lori worked for IBM, Global Software, ITT Telecom and Eaton Corporation. Lori has both a Bachelors of Science and Business Administration from The Ohio State University.

**DOUG SCHICK, Director of Customer Support.**

Mr. Schick has served as Director of Customer Support since 2005. He has served in various roles with us over the last 15 years. From 2002 to 2005, he was Client Support Manager and in 2004 he was also responsible for InfoLease Development and Enhancement Services. Before that, he served as Global Version Control and Distribution Manager from 1997 to 2002. Mr. Schick started his career with us as a developer in the Systems Software Group in 1993, and began managing that group in 1995. Mr. Schick received a BS from the University of Minnesota.