



**SOLUTIONS FOR SUCCESS IN THE RAPIDLY
CHANGING EQUIPMENT FINANCE INDUSTRY**

O c t o b e r 2 0 0 4



INTERNATIONAL
DECISION SYSTEMS

WE WILL GET YOU THERE

A Need for “Breakout” Strategies Drives Demand for Powerful New Technology Solutions

The economic downturn of recent years clearly increased pressure on equipment financing companies to respond to market changes and adjust business approaches. Accounting, legislative, and regulatory changes have added another dimension to that pressure. Shrinking profit margins, increased competition, increased commoditization of standard lease/loan products, pressure to add new products, and more intensive reporting requirements all present major challenges to businesses engaged in leasing.

Many lessors are simultaneously seeking new ways to raise their profiles in the marketplace, add innovative products and bundled solutions, and streamline business processes to focus more resources on revenue-generating activity. Simply put, they need new solutions enabling them to differentiate and “break out” from the competition. For many, more flexible and powerful technology will provide a critical foundation for these changes.

ELA members stated clearly in the *2003 State of the Industry Report* that they see opportunity as well as challenge in all this change. Responding members indicated that “operational efficiency will become a competitive advantage” for companies able to “refocus their approach, streamline...and clarify their operations.” Many lessors will find that these goals are best achieved by migrating to a core lease/loan management system that offers greater flexibility for adapting to the future.

Just as you must change in order to better compete and maintain a leadership role in today’s market; so must your partners and solution providers. At International Decision Systems (IDS), we have invested aggressively in the most significant step forward for lease/loan software in many years. Our new *asset-centric* back-office solution, ProFinia™, is designed to provide:

- (1) The flexibility you need to meet changing market and customer demands with new products and other business changes;
- (2) The ability to track all income and expenses at the level of the individual asset, and to view all leasing activity from an asset-centric perspective;
- (3) Systems integration that improves your access to real-time information for faster, better decision-making; and
- (4) Ease of use that can streamline workflow and reduce user training requirements, enabling you to allocate more resources to revenue-producing activity.

Improving on the Industry-Leading, End-to-End Lease/Loan Solution

IDS has a strong, deep history of providing industry-leading solutions and services. InfoLease® has earned its reputation as the most functionally rich leasing solution available, and many equipment financing companies will never settle for less. In many cases, companies have selected and continued to use this industry-leading product based on its ability to handle a wide range of situations that other lease/loan accounting systems could not.

Today’s dynamic industry has created the compelling need for agile, customizable, asset-centric new solutions. New users, early adopters, businesses dealing with rapid transition, and others with a need to improve their systems require a “forward-looking” software solution built in accordance with the latest standards and business conditions. Today, demand is strong for a system with functionality comparable to that of InfoLease—plus added flexibility and more capabilities – that is also more “intuitive” and thus significantly easier to learn and use. Along with sheer functional power, scalability and adaptability are essential to this breed of system. With its ability to handle small or very large transactions with equal ease, for all types of asset and contract configurations, ProFinia is designed to help you better meet your full range of customer needs.

In full recognition of equipment financing companies' broad range of current and anticipated future needs, we have developed ProFinia with the following key objectives always in view:

- Simple configuration and use, enabling faster user training and measurably greater staff productivity;
- Maximum automation of steps and functions throughout the leasing process, reducing time and costs associated with lease/loan origination and management;
- Flexible, user-configurable design enabling businesses to expand and alter their financial product offerings, *including loans*, more quickly to suit changing customer demands;
- Modular design for addition and modification of functionality, without requiring technical resources to write sophisticated new code or alter core application code;
- Use of industry-standard open architecture, enabling the greatest possible integration of your systems and the most efficient possible communication; and
- Leverage of today's best available technologies to help you create and sustain a streamlined, highly automated, high-performance business environment.

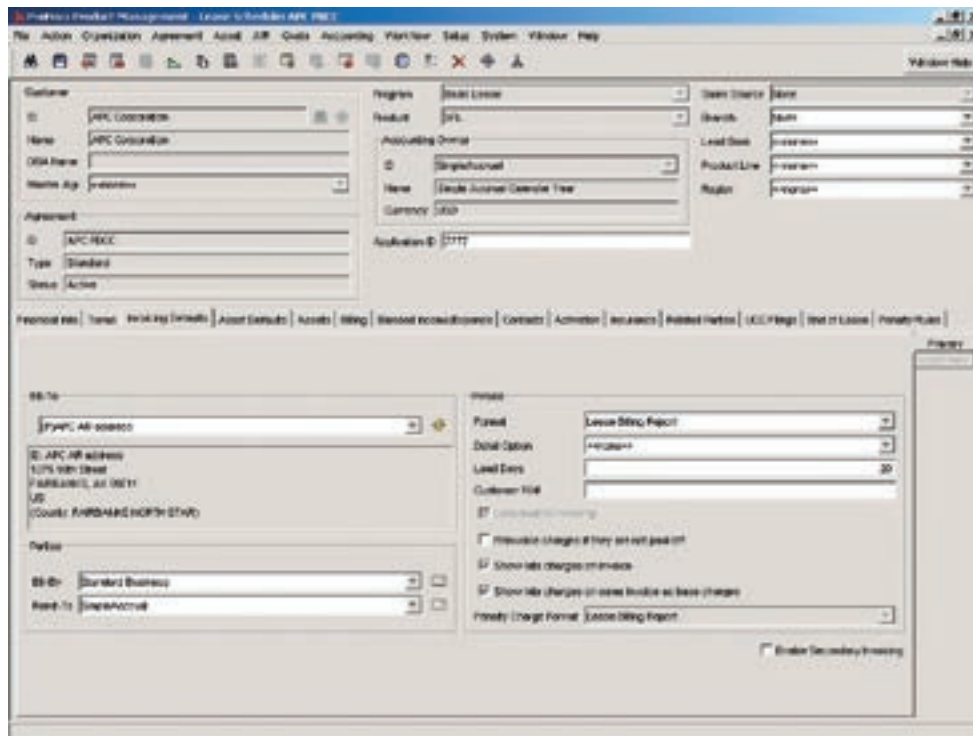


Figure 1. The simple, logical, and consistent configuration of ProFinia screens offers fast access to information and simplified user training.

Today, You Need to Maximize ROA: The Benefits of Asset-Centric Design

Intense competition and a range of other pressures are forcing equipment finance companies to become much more focused on maximizing the value of each *asset*, moving away from the historical contract/agreement-focused model. It follows that new technology solutions must be fundamentally asset-centric, with the built-in flexibility to also deliver the information readily derived from InfoLease, with its focus on contracts. In a single solution, this makes it much easier for users to view key information from multiple perspectives.

When we describe ProFinia as “asset-centric,” what does this really mean to you? Ultimately, it means you have fast, ready access to a *true* return-on-asset (ROA) for *every* asset in your portfolio. Knowing where you stand, to this degree of specificity, enables you to maximize your profitability and minimize your risks.

Equally important, all the *components* feeding into the calculation of true ROA are readily accessible. The user can begin in the “Agreement” level window and easily drill down to locate complete asset information, multiple views of a customer’s financial information, and much more. All data and calculations automatically “roll” both up and down throughout the system, so that your business decisions will be based on all the real-time, absolutely accurate information you really need to make them. With this information, you can transform your business model and maximize the profit you earn on your entire portfolio.

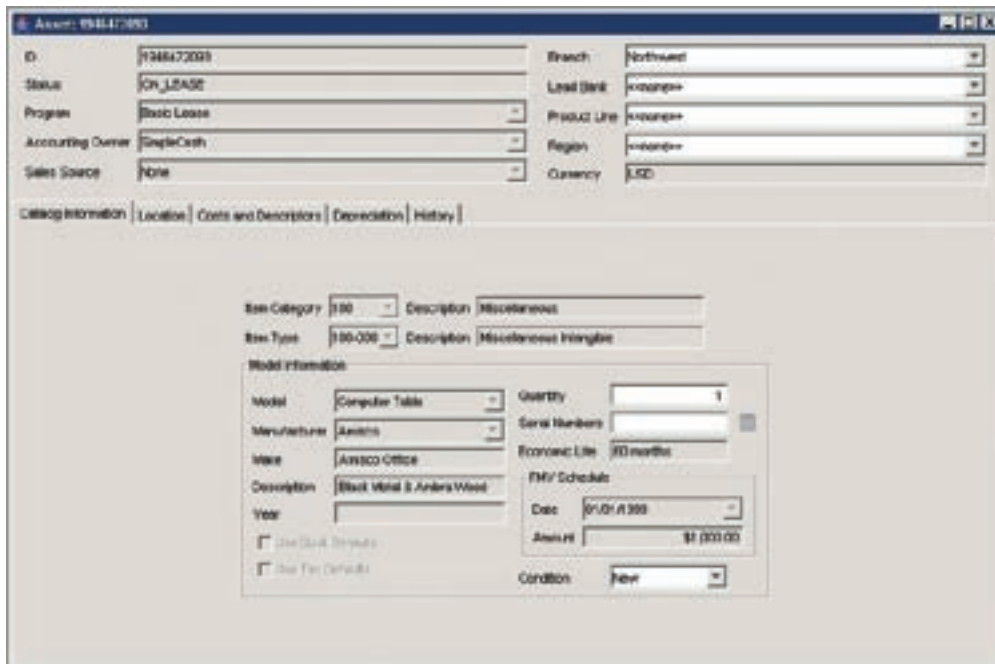


Figure 2. All data entered into ProFinia can be accessed and tracked at the individual asset level.

Greater Productivity and Reduced Training Requirements: The Benefits of Our New User Interface

Rapid, easy navigation and information-sorting have been high priorities in ProFinia development. The system’s visual, functional, *highly intuitive* design helps newer users—many of whom may be accustomed to working only in applications with a Windows-based or Web-style “look and feel”—reach a higher level of productivity more quickly.

Features built into ProFinia are intended to provide simple, intuitive ways to perform actions that previously have been difficult, such as tax calculations at the asset level, re-assignment of assets, flexible billing and invoicing, and changes to user security profiles. At any time, a sort can be performed to locate either summary or highly specific information—such as gross or net exposure by customer, asset, or agreement type. A wide range of sorting and filtering options is always available, enabling a user to look at information from numerous angles and perspectives in order to make the best possible decisions.

Type	Date	Account Number	Debit	Credit
DC Activation	01/11/2003	SimpleAccrual-2 Percent-DC Payable-DPL-Basic Lease-S-None	\$0.00	\$333.33
DC Activation	01/11/2003	SimpleAccrual-2 Percent-DC Expensed-DPL-Basic Lease-S-None	\$333.33	\$0.00
Create Charge	01/11/2003	SimpleAccrual-Financed Tax-Billed Recv-DPL-Basic Lease-S-None	\$50.35	\$0.00
Create Charge	01/11/2003	SimpleAccrual-Financed Tax-Unbilled Recv-DPL-Basic Lease-S-None	\$0.00	\$50.35
Create Charge	01/11/2003	SimpleAccrual-Financed Tax-Billed Recv-DPL-Basic Lease-S-None	\$50.35	\$0.00
Create Charge	01/11/2003	SimpleAccrual-Financed Tax-Unbilled Recv-DPL-Basic Lease-S-None	\$0.00	\$50.35
Create Charge	01/11/2003	SimpleAccrual-Financed Tax-Billed Recv-DPL-Basic Lease-S-None	\$50.35	\$0.00
Create Charge	01/11/2003	SimpleAccrual-Financed Tax-Unbilled Recv-DPL-Basic Lease-S-None	\$0.00	\$50.35
Create Charge	01/11/2003	SimpleAccrual-Financed Tax-Billed Recv-DPL-Basic Lease-S-None	\$50.35	\$0.00
Create Charge	01/11/2003	SimpleAccrual-Financed Tax-Unbilled Recv-DPL-Basic Lease-S-None	\$0.00	\$50.35
Create Charge	01/11/2003	SimpleAccrual-Financed Tax-Billed Recv-DPL-Basic Lease-S-None	\$50.35	\$0.00
Create Charge	01/11/2003	SimpleAccrual-Financed Tax-Unbilled Recv-DPL-Basic Lease-S-None	\$0.00	\$50.35
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Create Charge	01/11/2003	SimpleAccrual-Financed Tax-Unbilled Recv-DPL-Basic Lease-S-None	\$0.00	\$50.35
Create Charge	01/11/2003	SimpleAccrual-Financed Tax-Billed Recv-DPL-Basic Lease-S-None	\$50.35	\$0.00
Create Charge	01/11/2003	SimpleAccrual-Financed Tax-Unbilled Recv-DPL-Basic Lease-S-None	\$0.00	\$50.35
Activate Billing Schedule	01/11/2003	SimpleAccrual-Financed Tax-Unbilled Recv-DPL-Basic Lease-S-None	\$1,208.40	\$0.00
Activate Billing Schedule	01/11/2003	SimpleAccrual-Financed Tax-Unearned-DPL-Basic Lease-S-None	\$0.00	\$0.00
Activate Billing Schedule	01/11/2003	SimpleAccrual-Financed Tax-Payable-DPL-Basic Lease-S-None	\$0.00	\$1,208.40
Recognize Earnings	01/11/2003	SimpleAccrual-Financed Tax-Unearned-DPL-Basic Lease-S-None	\$0.00	\$0.00
Recognize Earnings	01/11/2003	SimpleAccrual-Financed Tax-Earned-DPL-Basic Lease-S-None	\$0.00	\$0.00
Activate Billing Schedule	01/11/2003	SimpleAccrual-Unguaranteed Residual-DPL-Basic Lease-S-None	\$1,888.67	\$0.00
Activate Billing Schedule	01/11/2003	SimpleAccrual-Inventory-DPL-Basic Lease-None	\$0.00	\$18,888.67
Activate Billing Schedule	01/11/2003	SimpleAccrual-Rent-Unbilled Recv-DPL-Basic Lease-S-None	\$1,204.08	\$0.00
Activate Billing Schedule	01/11/2003	SimpleAccrual-Rent-Unearned-DPL-Basic Lease-S-None	\$2,959.92	\$0.00
Recognize Earnings	01/11/2003	SimpleAccrual-Rent-Unearned-DPL-Basic Lease-S-None	\$0.00	\$1,523.28
Recognize Earnings	01/11/2003	SimpleAccrual-Rent-Earned-DPL-Basic Lease-S-None	\$1,523.28	\$0.00

Figure 4. A complete log of all financial transactions throughout the system is easy to retrieve and review in ProFinia.

Greater Flexibility, Yet Increased Control: The Benefits of Open Architecture and Role-Based Security

One of the greatest benefits designed into ProFinia is derived from its open architecture. From the ground up, this product is designed with industry-standard, flexible data-handling and communication capabilities ideal for seamless, real-time integration with your other systems and the Internet. This ability to communicate with other applications and systems in real time means you and your entire staff can respond faster, focus more efficiently on the information you need, and devote more time to meeting your real business challenges.

Our solutions are intended to be “open,” rather than limiting or constraining. For example, ProFinia communicates seamlessly, in real time, with today’s XML-compliant systems and with older legacy systems through “data transformation.” You have a wide range of options in maintaining or establishing your own systems for database maintenance, general finance and accounting, ERP, CRM, auto-dialing, and a wide range of web-based applications. We also offer *Integration Manager*, an exclusive solution for integrating all your business applications in real time to improve efficiency, data integrity, and decision making.

The drive for increased operational efficiency has brought the desire to grant more users access to more information. At the same time, companies have also become more security-conscious as Web access to internal corporate systems has become more prevalent. Many companies seek ways to answer more types of inquiry with their automated systems, while ensuring that information on those systems is kept up to date and secure at all times.

The use of industry-standard, light-weight data access protocol (LDAP) security in ProFinia typically allows administrators to utilize the company's existing username/password database, reducing maintenance and other costs associated with critical security practices. It is simple for an administrator to assign security rules based on individual users' job roles, responsibilities, and need for information. Customers, vendors, secured parties, and other key partners can access the system at the approved level, viewing only the information the administrator permits them to access.

ProFinia is designed to give administrators and high-level decision-makers maximum flexibility in determining, imposing, and altering business rules for all users of the system. In addition to a tracking and administration system that streamlines all your essential business functions from origination through disposition, it will serve as a means of *guiding* the decisions made throughout your organization.

Essentially, a system user attempting to enter an agreement knows all available choices, but is not offered any false or unacceptable options pertaining to that agreement. Their access to complete information about the customer, asset, and other agreements help ensure that their time is used wisely and customers are treated appropriately. The automation of business rules and historical data tracking capabilities minimize risk, while the tremendous power and flexibility of the application helps increase productivity.

The Best Solution for Each Function: The Benefits of Component-based Design

Another key to increasing functionality while reducing user-experienced complexity is the component-based design of ProFinia. One example of this is that all programs and modules, whether built into ProFinia or intended to work seamlessly with ProFinia, are designed to use our own InfoAnalysis® lease/loan calculation engine to perform all calculations required throughout the business process. This ensures that calculations made at different points in the process, from initial pricing forward, are consistent with one another.

InfoAnalysis accepts, returns, and directs calls for calculations throughout the entire system, rather than requiring calculations to take place within multiple, distinct areas in the program or related programs. As a result, you can have absolute confidence in the accuracy and consistency of data throughout your systems. In addition, for processes unique to your business operations, ProFinia enables you to add your own highly specific calls for information.

Our ProFinia development team has also encountered situations where seeking a third-party product to perform a function or process makes the most sense. We are not intent on "re-inventing the wheel" or on creating a self-contained, interlocking system that does not have the flexibility to interact with other systems and solutions. Rather, our goal throughout our product development and delivery process—and through any services we perform with you—is to understand and fulfill your real business needs. Today those business needs, and the services we must provide, have been forever altered and directly shaped by the World Wide Web, making "open," flexible solutions more critical than ever.

We recognized that designing our new end-to-end solution to use the Taxware® Sales & Use Tax and WorldTax solutions for tax calculations would produce the most complete, accurate results for ProFinia users. This robust, highly automated product is an outstanding fit for our customers' needs, providing numerous taxation-specific functions that automate tax management, prevent accounting errors, and help ensure regulatory accounting compliance. Monthly updates keep the system current with the most current tax laws and rates for over 2,000 product/service classifications in more than 8,000 U.S. and Canadian jurisdictions. Full adaptability to *worldwide* rates and requirements is also available.

By fully integrating powerful Taxware solutions into ProFinia, we have substantially increased functionality, automation, and efficiency. Ultimately, this solution automates the accurate, direct charge of sales, use, and/or rental tax on all issued invoices.

ProFinia delivers a level of invoicing flexibility unmatched by any solution in the marketplace. The system is designed with state-of-the-art imaging solutions from Adobe Systems as a primary option for generating invoices, but can be adapted to perform this function through Crystal Reports from Business Objects, or virtually any other tool practical for this purpose. As with other aspects of this system, the user has a wide spectrum of capabilities that are simple to locate and implement.

Many standard operational reports are available upon ProFinia setup, and the possibilities for customized reporting are limitless. The system is fully compatible with your Oracle or SQL database, and draws all data directly from this repository or a specialized data mart. Many standard reporting and document creation formats are supported, including Crystal Reports, Microsoft Excel and Word, PDF, and more.

Not only does ProFinia provide outstanding functionality and reliability in its current configuration for the market, its component-based architecture will enable more timely, efficient delivery of new modules and added functionality in the future.

A Total, Seamless Lease/Loan Solution: The Benefits of ProFinia plus Rapport™

Together, ProFinia and Rapport – the highly successful front-end, lease origination-through-disposition solution from IDS -- create a comprehensive, seamless source of information about customers, assets, agreements, and more, across your entire business. Rapport has its own unique, measurable benefits, including increased origination capacity, the elimination of previously troublesome communication barriers, and improved customer segmentation capabilities. Although it can be used with InfoLease or other back-office systems as well, its use with ProFinia creates a uniquely powerful, highly automated and efficient total solution that is “in synch” in all respects.

The use of Rapport with ProFinia enables direct connectivity to credit bureaus and scoring services. Dealers and vendors can be authorized to access and even update information through user-friendly graphic screens, while security is maintained through firewall protection and transmission of data with Secure Socket Layer (SSL) encryption.

Across this powerful, asset-centric IDS solution suite, including Rapport and ProFinia, system administrators will be able to direct screen setup modifications to suit their specific business requirements and help determine workflow. This includes the ability to set requirements for naming, grouping, and ordering of fields, as well as establishment of business rules for consistent decision-making. In addition, with this total IDS solution in place, both operational and executive reporting can become more timely and relevant, for better decision making that will help your business grow.

What about your options for conducting offshore and international transactions? ProFinia has been designed for this as well, with multiple live calendars that can be made country-specific, available extensions to the Taxware component, and much more.

In summary, with ProFinia and Rapport, you can upgrade to a seamless, highly efficient end-to-end solution providing:

- Real-time access to all key information users need for the best possible decision-making and maximum productivity;
- Streamlined, real-time communication with clients, dealers, service providers, and other partners;

- Rapid user training and a modern, intuitive user interface that promotes efficiency across your operations;
- Tracking of all lease/loan income and expenses at the asset level, as well as the contract/agreement level;
- Flexibility for you to rapidly customize screens, workflow, and other aspects of the system as your business needs change;
- Real-time reporting capabilities that will support your management and regulatory compliance needs;
- Open architecture on current, industry standard platforms for seamless integration with other critical business systems.

Migration to ProFinia: We Will Get You There

In addition to our commitment to offering our clients the most powerful, stable, and flexible leasing solutions available, IDS has the foremost Professional Services team in the industry to support your ProFinia implementation. Only IDS brings the knowledge gained in hundreds of successful implementations, working with a vast range of systems and business models, to your migration/transformation projects. As you plan and implement breakout strategies for your business, we strive to ease the process in every way possible. Our team will not underestimate the complexity your business faces in moving to a new mission-critical financial system for your lease/loan business.



Figure 5. International Decision Systems is committed to providing the end-to-end solutions and services that equipment financing companies need to maximize return on asset (ROA).

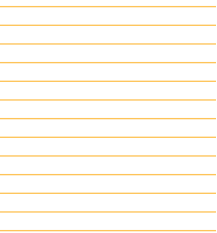
We strongly believe that ProFinia provides the best available solution for many equipment financing businesses running on competitive, general enterprise, or “home-grown” systems today. Our research indicates that many current IDS customers will also realize major benefits in efficiency and productivity by migrating to this technology platform.

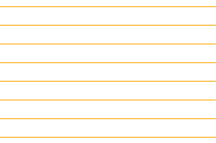
Any major business decision is likely to involve an assessment of your current business processes for their efficiency and suitability to your current goals. Exploring migration to ProFinia most certainly should entail such an inventory, in order to leverage the knowledge of IDS staff, apply best business practices, and maximize the value of the important change you are considering. IDS Professional Services staff members are well equipped to direct this review and make it productive for you, regardless of your ultimate migration decision.

Throughout our Discovery phase and the defined phases of implementation, IDS Professional Services staff apply extensive technology and leasing industry experience to your issues. This unique combination of expertise ensures that we take a fully informed view of your business needs, always aiming to apply the best available technology in the most efficient way. Working with your designated project lead or team, our goals will match yours: on-time, on-budget implementation of a transformative solution that will deliver a real competitive edge and increase your market success. We want ProFinia, together with our services and other solutions you choose, to help drive your growth.


With the introduction and ongoing development of ProFinia, we believe we are setting an altogether new standard in lease/loan solutions for a broad range of equipment financing organizations. We continue to apply the high standards for product and client support that have established the “rock solid” reputation of InfoLease. Now, with Rapport and ProFinia, you can have both the functionality and the greater flexibility you need to grow your business. We want to help you maximize value and profit for every asset throughout your organization, ultimately making your partnership with IDS your most productive asset of all.

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