WORLD LEASING NEWS IS PLEASED TO ANNOUNCE

LeaseTeam

As Their Software/Technology Editorial Sponsor

The Solution Provider of Choice in the Equipment Leasing and Finance Industry

It's no coincidence that LeaseTeam is the solution provider of choice for more than 250 successful equipment finance companies and, according to "The 2010 Monitor 100", approximately 25% of the top 100 Equipment Finance/Leasing Companies. LeaseTeam attributes their success to implementing leading technology led by a team of professionals with a thorough understanding of the equipment finance industry.

Since 1989, LeaseTeam, Inc. has provided software solutions and services to equipment finance companies throughout the US and Canada. LeaseTeam is built on a foundation of seasoned professionals with varying industry expertise who are passionate about the industry. This group of professionals is comprised of: technology experts, industry influencers and participants who have been users of the system.

LeaseTeam's products are built on a flexible architecture that adapts to the varying needs of its clients and affords LeaseTeam customers the ability to be nimble with their business objectives. As a result, LeaseTeam's install base is incredibly diverse and represents a wide array of portfolio and ticket sizes, business types and financial products within the equipment finance industry.

LEASETEAM'S PHILOSOPHY

LeaseTeam views their clients as partners - a partnership where LeaseTeam's staff of expert developers and accounting professionals takes care of the software and technology side of the business, while their clients focus on making deals and growing their business. LeaseTeam believes the best way to help their clients is by being knowledgeable, and not just about their products but in every facet of the business. To support this approach, LeaseTeam has a focused team of subject matter experts.

LeaseTeam's subject matter experts include:

Business Analysts– B.A.'s are closely connected to the equipment finance industry as well as to LeaseTeam clients. B.A.'s are responsible for creating a comprehensive picture of work-flows and technical requirements fulfilled by existing and proposed software. This includes defining business objectives and additional key business requirements.

Product Development – Product development works closely with the B.A.'s to ensure the direction of product development proactively meets the needs of their clients' key requirements. Product development also works closely with the Q&A department to make sure software enhancements and new products are solid and that they perform at the expected level.

Product Support– The product support team is a team of skilled individuals that work closely with clients ensuring their systems are optimized, helping with migration projects, upgrades and to provide top-notch training.

Customer Service– The customer service team is a team of knowledgeable, passionate individuals who are dedicated to helping clients when they have questions or are experiencing issues.

LeaseTeam uses a team approach to ensure they have the best and brightest minds focusing on every aspect of product development and support. LeaseTeam believes every aspect of servicing a customer is crucial to being seen as a partner and not just a vendor.

SOLUTIONS

Software
LeaseTeam uses a software development methodology that utilizes collaborative cross-functional teams, including business representation, to develop and deliver working software. The process focuses on delivering high quality software based on the highest value business functionality. LeaseTeam also utilizes a team of subject matter experts, business analysts, software developers, technical writers and test engineers to ensure delivery of well designed, developed, documented and tested functionality.

LeaseTeam's products, flexibly manage the entire lifecycle of an equipment finance contract from a quote through termination and the ultimate disposal of the equipment. LeaseTeam's products are built on a flexible architecture designed with a workflow orientation that focuses on standard business processes, integrating the data required by the process and striving to eliminate duplication.

LeaseTeam's goal with its flexible architecture is to accommodate all types and sizes of equipment finance companies including: small, middle market ticket sizes, small and large portfolios, captives, financial institutions and independents. The benefit this flexible architecture brings to the customers is the ability to take their business in any direction they choose while still utilizing the same system. LeaseTeam's larger and more diverse client base also means a more robust set of features and solutions are available to their clients.

SERVICES

Hosted Environment
Competing in this economic climate, while delivering a consistent level of service, is requiring organizations to rethink their IT delivery strategies and core competencies. IT budgets and staffs have been reduced, yet demands for new business applications and network processing continue to expand. To solve these issues, a growing number of organizations are investing in software-as-a-service (SaaS). The SaaS deployment model allows for a renewed focus on core competencies.

LeaseTeam continues to lead the way with their on-demand solutions by providing access to their industry leading software in a LeaseTeam hosted environment offering the highest standards when it comes to power, connectivity, reliability and above all security.

Report Development and Business Analytics
In today's world information is power and a competitive advantage. LeaseTeam realizes, even with a full suite of standard reporting tools, additional reports may be needed. When that time comes, a LeaseTeam consultant will work with you to define your reporting and business analytic needs to design a reporting package that gives you the information you need to make sound business decisions.

System Review
One of the biggest challenges facing companies today is keeping up with the constantly changing business

environment. If you let your system get out-of-line with your changing business needs, your system will become inefficient. This doesn't have to be an issue; you can rely on the experience and industry knowledge from LeaseTeam to ensure you are using best practices and that your system is fully optimized. This may include but is not limited to: system configuration changes, internal process adjustments and product customization.

THE LEASETEAM ADVANTAGE

LeaseTeam believes a truly good solution has to be more than just great products and services. That's why LeaseTeam's solutions go beyond their technology and software products to include in-depth industry knowledge, commitment to excellent customer service and an overall dedication to successful partnerships with their clients.

Some of the benefits of selecting LeaseTeam's solutions include:

- A consultative sales approach taking the time to understand your business so they can propose a combination of products and services that meet the unique needs of your organization.
- An implementation team that is focused on a successful deployment with as little disruption to your organization as possible.
- An industry leading product suite that provides an end-to-end solution to companies of all types and sizes in the equipment finance industry.
- A commitment to excellent customer service and a dedication to the continual evolution of our product suite to meet the ever changing demands of the equipment finance marketplace.

To find out more about LeaseTeam and how their products and service may help your business, contact:

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