

Tieto Leasing

Multi-local
asset finance platform

An aerial photograph of a port area, showing a large ship docked at a pier. The pier is filled with numerous shipping containers in various colors (blue, red, yellow, green) and several yellow forklifts. The water is a deep teal color. The image is used as a background for the Tieto Leasing logo and text.

tieto

Leasing by Emric, part of Tieto Group

Emric Leasing software makes it possible to automate the application and administration process for asset and equipment financing, hire purchases and rentals.

Emric has solutions for structured, complex financing and small ticket, high volume flows. The system is completely autonomous and can be tailored to a wide range of market conditions, languages and currencies.

While leasing companies focus on core business, Emric takes care of the rest.

Grow your business with leasing

Leasing is becoming a more popular financing method for suppliers of IT-equipment and machinery (e.g. agriculture and heavy industries). Leasing enables manufacturers to lower the investment cost for their customers, especially for SME-customers where financing options might be limited.

For SME there are numerous benefits to lease rather than acquire upfront.

- Improve liquidity – Access to cash is critical for SME, hence making investments without tying up cash is usually preferred
- Avoid equipment obsolescence – with an operational lease the risk for an equipment to go obsolete is reduced since the supplier holds the responsibility to continuously upgrade, update and replace obsolete equipment
- Tax benefits – operating lease is usually fully deductible as an operating expense which reduces the company's tax liabilities

To stay competitive, more and more product suppliers are offering leasing as a financial option to their customers. For some product suppliers, it's not only a competitive advantage, it's a necessity in order to be able to sell their products.

ProFinance, your leasing solution

ProFinance is a flexible leasing system that supports the management of a variety of asset-based financing solutions, targeting the leasing market. The system supports many different financing products, such as Financial Lease, Operating Lease, Hire/Lease Purchase and Rentals. Various types of charges, fixed, repeating and variable, can be included in periodic invoicing, or charged separately with full accounting and traceability linked to the contract.

ProFinance consists of two major modules: origination and administration. By choosing to combine these modules, our customers will benefit from comprehensive support for the entire leasing life cycle, in which all elements have been created to take full advantage of the leasing platform provided by Emric.

All finance companies have their own specific structure. But they share the same need: to create competitive advantage by making their administrative processes more efficient, improving customer service and shortening lead times. This is why ProFinance has been designed to be easily adapted to meet the needs and preferences of each customer.

Lease Origination

The origination module can be used by the finance company's own sales force, external sales companies or distributors. Giving external users secure, limited access enables them to create quotes, submit applications, get an automated credit decision and generate the documentation needed to complete the deal. They will experience the application as a unique system, as only the fields and information relevant for the specific user group are visible on screen. ProFront also allows them to review the status of any of their deals.



Lease Administration

Lease Administration is a back-office system that manages credit processing from first payment to final accounting. Leasing status updates are provided in real time with the maximum level of data security. The solution is completely autonomous and can be tailored to a wide range of market conditions, languages and currencies. Integral processes can be harmonized centrally, while the software enables the solution to be tailored to country-specific regulations and laws. The administration module supports up to 100% automation of in-life administration. Once the contract has been started, it can be fully managed automatically by ProFinance.






Our solution supports

- **Multi-country**
- **Multi-currency**
- **Multi-GAAP**
- **Multi-collateral**
- **Multi-local**
- **Multi-channel**
- **Complete AR and AP processing**
- **Job automation**
- **Additional services**




Multi-local asset finance offers you the ability to apply and adjust your leasing offering to your local requirements, without compromising your global standards. ProFinance enables local currency, language, asset, sales channel, reporting standards, business segments (multiple asset types from small to big tickets) and financial products without compromising on global and local deployment.

Any global asset finance company with subsidiaries around the globe can use our multi-local solution if they want to:

-  Maximize working capital for the entire group
-  Keep international trade risks to a minimum
-  Minimize the effects of different payment terms in international sales
-  Easily implement dynamic localized offering
-  Reduce time-to-market when expanding into new countries

Sourcing Options

You can choose software licenses or let Emric take care of hosting with Software as a Service (SaaS). We can also supervise all or part of the origination and administration process with our Financial BPO services. Select the sourcing option that suits your business needs:

-  License
-  SaaS – purchase the software as a service with external hosting by Emric
-  Financial BPO – external process management for origination and/or administration. Emric can take care of the credit process from first application to final accounting. Standby services are also available for securitization programs.

Customers looking for a cost efficient way to finance their investments

Traditionally, customers are struggling to find cost-efficient financing options for their investments. They either lack available cash, or fail to obtain an appealing financing solution from their bank.

Operational leasing is as an attractive option since it allows customers to finance their business without making any significant upfront cash investment. Leasing enables companies, especially SME, to fund their investment with cash generated from their leased equipment.

Larger companies also turn to operational leasing since it moves equipment purchase from their CAPEX-budget to their OPEX-budget, and OPEX-investments are usually easier to get approved by senior management.

Xerox & Emric: a successful partnership across Europe

Emric has been supporting Xerox 13 European sites and 1,200 users for more than five years.

Pedro Galvao, head of asset finance at Xerox Financial Services, explains: "We support a large portion of our direct and indirect channel customer purchases of Xerox equipment through bundled solutions."

Xerox bundled solutions typically include the equipment, service and supplies for which the customer pays a single negotiated monthly fixed price for all elements over the contractual term.



Xerox uses Emric's ProFinance system, which enables multinational asset finance companies to act and grow in local market on local terms.



"It is Emric's capacity to evolve which differentiates it from its competitors", says Galvao. "It has a deep understanding and knowledge of our company. The company fully supports us on fulfilment and servicing of our clients. To date we have had a most successful partnership."

Book a demo!

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About Tieto

Tieto aims to capture the significant opportunities of the data-driven world and turn them into lifelong value for people, business and society. We aim to be customers' first choice for business renewal by combining our software and services capabilities with a strong drive for co-innovation and ecosystems.

www.tieto.com

Emric, part of Tieto Group, is a global provider of software solutions for origination and management of virtually any type of loan, mortgage, asset finance and lease. With 60+ customers in 24 countries and management of financial contracts in 94 countries Emric develops products that are designed for multinational conditions.