



Key Business Challenges



- Lease termination and return logistics are complex, decentralized and manually intensive processes
 - Extensive communication and coordination among lessee, lessor, vendor, dealer, consignment partner and aftermarket brokers
 - Multiple systems interfaces – Lease Management, Fixed Asset, Accounting
 - Labor intensive with significant manual intervention
 - Difficult to Dashboard
- Manage and Track assets through a complex return process
 - Communicating the RA process and procedures to the Lessee
 - Validate asset return and receipt
 - Capture accurate asset inspection information
 - Identify/Cost/Price damage/missing for billing recovery
 - Capture 'Continue to Bill' revenue opportunity for delinquent or inaccurate returns
- Optimize asset value - EOL decision support
 - Sell / Hold / Refurbish / Scrap
 - Model History – aftermarket decision support intelligence
 - Price Erosion
- Maximize consignment/re-sale vendor performance
 - Receipt / Inspection / Valuation Accuracy
 - Re-sale cycle – performance evaluation/comparison
 - Intelligent consignment routing to maximize return – reward your best partners
- Improve the Reconciliation/Settlement/Disposition cycle time
 - Time to Revenue / Time to Profit