

Financial Services | Enterprise Solutions

# Capitalizing on your Oracle Lease Management investment



BearingPoint's experienced and dedicated professionals help asset-based finance companies deploy Oracle Lease Management to achieve value-focused business transformation.

As the equipment-leasing market becomes more competitive, pressure grows to protect margins and differentiate services.

Numerous pressures are compelling both manufacturers and finance companies to upgrade their lease management systems. Global leasing activity is increasing, while domestic and international regulatory requirements are expanding. Companies must increase assets without incurring higher operating costs. Customers are demanding asset-level functionality with better online access to lease and equipment information and tools.

Legacy systems, many installed years ago, are unable to provide the asset-level functionality needed in today's environment. New point solutions, meanwhile, do not offer the integration, scalability and ongoing enhancement potential to deliver the benefits achievable through an integrated solution.

BearingPoint offers an end-to-end, configurable solution to help lessors address these challenges by using the industry-leading Oracle® Lease Management application. By leveraging this application, our business and regulatory experience, and functional and technology resources such as process redesign, performance management and data warehousing tools, BearingPoint can provide a comprehensive solution to help increase revenue and capture new market share.

## The need for lease management improvement

As the equipment-leasing market becomes more competitive, pressure grows to protect margins and differentiate services. Accomplishing these objectives requires better contract-authoring processes, reduced origination times and lower administrative costs. Yet most organizations have little visibility into, and control over, these processes.

Historically, lessors tried to meet lease management technology requirements by standardizing on a legacy application or undertaking an elaborate custom integration project. However, these efforts failed to provide the functionality, performance and flexibility needed to support global growth or realize the synergies of mergers and acquisitions.

Along with the advanced capabilities required to handle the financial complexities of lease management, lessors need systems that support improved customer service. Properly implemented self-service systems can improve relationships with customers, vendors and investors while lowering costs.

With the assistance of BearingPoint's passionate, dedicated professionals, your organization can capture these potential benefits of an integrated lease management solution:

- Reduction of operational complexity through a streamlined contract-authoring process, reduced origination times and lower administrative costs
- A 360-degree view of customer, quote, contract, asset and transaction information
- Flexibility to increase financial product offerings to meet market demand
- Identification of lost revenue opportunities
- Better customer service and lower servicing costs
- Lower total technology costs

## Leadership in leasing management

Value must be the focus to achieve true business transformation through an integrated lease management system implementation. Clear metrics and a formal performance measurement program are needed to fully deliver the solution's benefits.

BearingPoint is a leading systems integrator in supporting deployment of Oracle Lease Management. We have created a field-tested, integrated lease management solution by working with Oracle and other key industry leaders. Our established relationships keep BearingPoint in the forefront of integrated lease management technology development, allowing us to provide important product usage feedback to incorporate into future releases.

We offer these services:

- Business case development
- Software evaluation and selection
- Business process analysis and improvement
- Regulatory compliance
- Implementation of leasing solutions
- Change management
- Data and information technology migration
- Project and program management

Building on our extensive experience serving large leasing management companies, we continue to develop our knowledge base and toolset to support Oracle Lease Management initiatives.

## Tools for rapid deployment

BearingPoint's integrated, end-to-end Lease Management solution is custom fit to meet your specific operational needs. We take a flexible, collaborative approach to help you develop a "one size fits one" solution to achieve sustainable, measurable results. Our highly configurable Lease Management solution can help you increase efficiency, improve customer service and meet increasing regulatory requirements. In addition, our industry-standard business-processing models help you fully leverage the latest product releases. For example, the BearingPoint Project Management Tool includes prebuilt templates for Oracle Lease Management.

We also operate a special solutions center with a configured instance of Oracle Lease Management to facilitate creation of implementation accelerators. Using the BearingPoint Delivery Framework, we develop accelerators and tools to help you shorten implementation cycles, reduce costs and decrease the risk associated with application deployments. Our framework helps you determine not only that you're doing things right, but that you're doing the right things.

BearingPoint's end-to-end solution to facilitate Oracle Lease Management deployments includes a leasing process model, leasing requirements tools, a leasing value analysis model and Oracle Lease Management configuration guides.

## Managing the complexities of lease management

Oracle Lease Management can make a significant contribution to improving customer service and operational efficiency for lessors. By choosing BearingPoint to support your deployment, you can expedite the realization of the solution's many benefits and improve the return on your Oracle investment.

BearingPoint's powerful solution, based on Oracle technology, can help reduce your administrative costs and support compliance across the entire lease life cycle—from lease quoting through asset return and disposal to contract close. Whatever type of leasing company you run and whatever the size and complexity of your transactions, we can help you achieve productivity gains that reduce the cost of doing business while freeing your sales force to pursue more profitable opportunities.

## A long-standing relationship

BearingPoint and Oracle have worked together for more than 10 years to develop and provide customers with fully integrated solutions to solve business problems. Today, more than 2,200 BearingPoint professionals have experience with Oracle implementations.

A Certified Advantage Partner in the Oracle PartnerNetwork, BearingPoint has completed more than 2,000 Oracle implementations and upgrades in more than 50 countries. We have an extensive working relationship with Oracle Development and Consulting Services.

We have been involved in numerous Oracle Lease Management implementations and have one of the largest teams of industry, functional and technical practitioners dedicated to this solution. Our work includes assisting a global vendor-based equipment-leasing company in one of the first large commercial deployments. We developed a business case for a large captive equipment-leasing company considering Oracle Lease Management. And for a large, diversified global leasing company, we supported planning, cost estimation and solution design.

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Management  
& Technology  
Consultants

## Helping our clients get sustainable, measurable results

BearingPoint is a leading management and technology consulting company serving the *Forbes* Global 2000 and many of the world's largest public services organizations. Our more than 17,000 passionate, experienced consultants help organizations around the world solve their most pressing challenges, day in and day out. Through our collaborative and flexible approach, we help our clients get practical, sustainable, measurable results, make the right strategic decisions and implement the right solutions. We are BearingPoint, management and technology consultants.

To learn more, contact us at 1 866 BRNGPNT (+1 508 216 2523 from outside the United States and Canada), or visit our Web site at [www.bearingpoint.com](http://www.bearingpoint.com).

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