



Case Study

From Turmoil to Better Management: How Did Abu Dhabi National Leasing LLC Overcome Leasing Challenges with LeaseFlex?

Customer Profile:

Abu Dhabi National Leasing LLC provides lease and lease finance facilities to UAE, GCC, and international corporate entities operating in the UAE. It offers finance and operating leases, fixed and variable rate leases, structured leases, step-up and step-down leases, skipped payment leases, upgrade leases, leases with grace period, sale and lease back, and hire purchase. The company was founded in 1993 and is based in Abu Dhabi, United Arab Emirates. Abu Dhabi National Leasing LLC operates as a subsidiary of National Bank of Abu Dhabi PJSC.

Customer Goals:

- Manage all leasing processes on a single platform
- Have advanced reporting capabilities
- Be compliant with International Financial Reporting Standards (IRFS)
- Entegrate with all systems of National Bank of Abu Dhabi
- Change to a user friendly web-based application
- Support various payment types and modify payment options when needed

Main Challenges:

Abu Dhabi National Leasing LLC had disparate applications that run on different platforms, which made it difficult to run business in general. The company needed a single platform to run and manage leasing processes with advanced reporting capabilities. In addition, communicating with internal systems of National Bank of Abu Dhabi Bank was another major challenge for the company.

With LeaseFlex, Abu Dhabi National Leasing LLC Benefited the Following:

- Manage leases and asset lifecycle end-to-end on a web-based application
- Increased efficiency of sales teams through activity management and reporting
- Integration with NBAD Banking Systems for sanctions, limits and end of day financial reporting
- Intercompany and SPC management with automated consolidation capabilities
- Compliance with NBAD IT Audit standards and IAS 17 Standards
- Increased speed and quality of application and credit evaluation processes with front end system, scoring tools and online approval flows
- Facilitate pricing with advanced pricing options, enabling flexible payment plans
- Track profitability per asset and financing
- Integrated management of contracts, customers, assets and monetary flows
- Management of collections and payments online

Solution Components:

- CRM
- Offer & Pricing
- Credit Evaluation
- Contract Management
- Collateral Management
- Fixed Asset
- Purchase Management
- Rent Plans
- Insurance Management
- Current Accounts
- Accounting
- Risk Management

Customer Statement:

Executive Director, Operations & Planning - Global Asset Finance, Arquam Haidar, said *“LeaseFlex was chosen for its robust and scalable, web-based infrastructure and detailed and ready-to-use functionality for management and monitoring of the full lifecycle of leasing operations, including origination, pricing, contract management, operations, asset tracking, funding, risk management and monitoring, billing and collections, accounting.”*

Technology Overview:

- **Technology:** LeaseFlex differentiates itself on the market by leveraging the latest SOA-based web technologies for end-to-end management of the lease and asset lifecycle.
- **Flexible Implementation:** The robust infrastructure platform provides fast adaptability for tailor-made solutions for our customers as well as for changing requirements within the industry.
- **Best business practices:** Specialized for the needs of Financial Leasing, Operating Leasing and Equipment Finance Companies, LeaseFlex increases operational efficiency with a centralized, flexible, and ready-to-use platform with best business practices.
- **Multi-product platform:** LeaseFlex provides multi-product platform for financial leasing, operating leasing and equipment finance with consolidated reporting for risk and financial performance.
- **Compliance:** LeaseFlex has an infrastructure specifically developed to meet the compliance requirements of CoBIT security audits in the finance sector.
- **Mobile Access:** LeaseFlex increases the efficiency of sales teams through mobile applications enabling business continuity on the field with support for mobile devices such as PDA, Blackberry, iPhone and iPad.

About LeaseFlex:

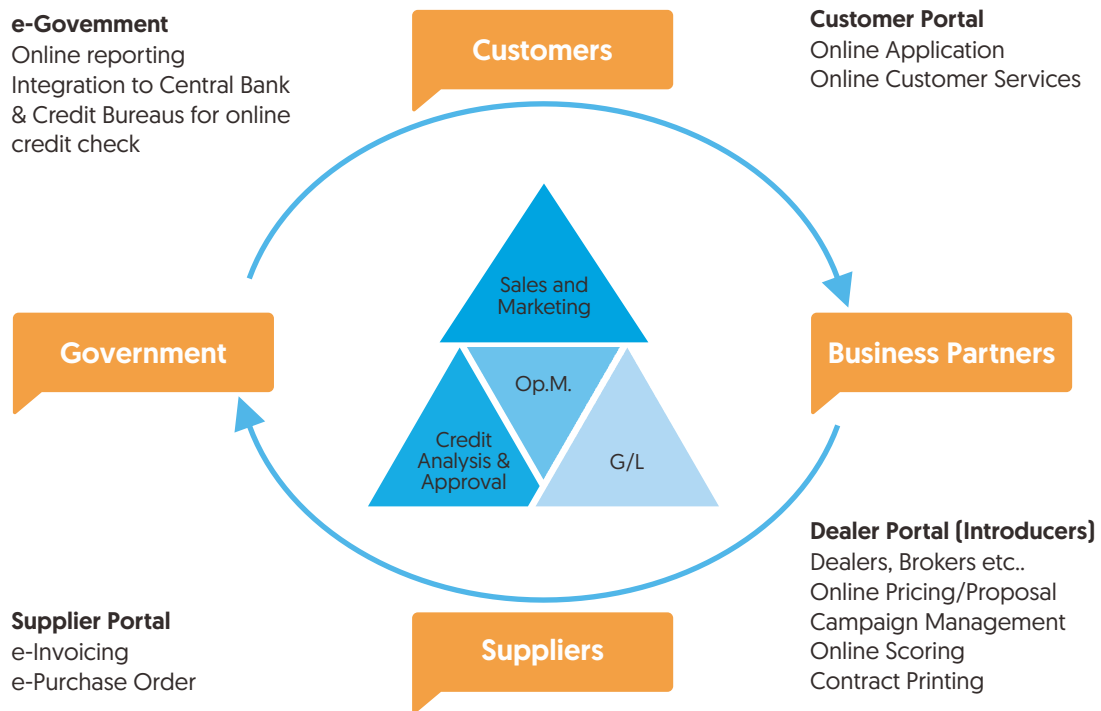
LeaseFlex provides financial & operational leasing companies to manage full life cycle of leases and assets with new business strategies in line with the global changes.

To leverage the overall capabilities of your company, LeaseFlex addresses the growing needs in leasing and equipment finance in the realms of Enterprise Relationship Management, Enterprise Resource Management, Risk Management and Process

Performance Management using the latest, web-based technologies.

To improve your top-line growth, LeaseFlex assists you in identifying sales and business opportunities with your customers, channel partners, and suppliers. To downstream order management with your growth, LeaseFlex integrates your knowledge, specialized expertise, and methods over a single unified platform.

Building an Ecosystem with Suppliers, Partners, and Customers



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