



# Syndication Processes Transformation

**Client: Captive Finance US Subsidiary of a Japanese Imaging and Electronics Giant.**

## The Project

A major US equipment manufacturer's branch partnered with VIP Apps Consulting to streamline syndicated equipment leasing.

## The Challenge

Challenges included managing syndicated leases, data synchronization, cash flows, taxes, and manual processes while lacking end-of-lease controls.

## The Solution

VIP Apps Consulting leveraged the Oracle platform functionality, converted data, and implemented process controls, resulting in streamlined operations.

## The Result

The project's success led to reduced overhead, improved efficiency, synchronized data, and automated processes, empowering the client to manage syndicated leases effectively and enhance customer satisfaction.

## The Situation

Captive Finance US branch of a major global equipment manufacturer have been successfully utilising external financing for growing manufacturer equipment leasing business. The client approached VIP Apps Consulting to implement a solution, aligned to a new process, for syndicated equipment leases.

Working with multiple investors and managing significant volume of syndicated assets, presented the following challenges:

- Administrative overhead of managing syndicated leases.
- Keeping in sync key lease data in Client's and Investors systems.
- Keeping in sync Customer and Investor cash flows.
- Managing syndicated leases property tax and upfront taxes collection.
- Customer buyouts and investor's buybacks manual processing.
- No firm controls for the end of lease life.

## The Solution

After carrying an initial review, the decision was to use Investor Agreement functionality of the Oracle platform module to manage external Investor leases and align the external Investor process with Client's leasing entity process.

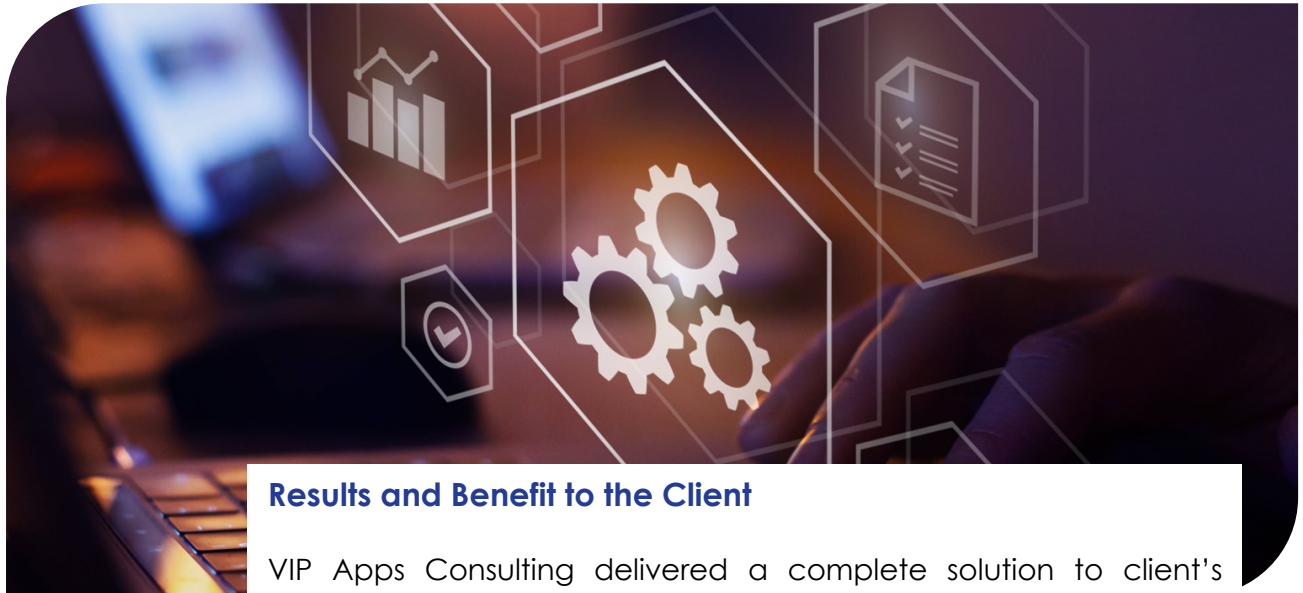
In addition, the VIP project team has converted syndicated lease contracts data to Oracle module to underpin the new solution and the business process.

In line with our 'DELIVER' methodology, initial scope phase involved an evaluation off the client's business processes and collection the business requirements and discussing with the team how the process could work, and the requirements could be met using a standard solution.



In the subsequent phases VIP Apps consulting team delivered the solution, which addressed the key client's objectives:

- Utilize existing system OLFM module capabilities.
- Improve back-office efficiency and customer satisfaction by automating:
  - investor agreement creation
  - buyback from investors
  - investor agreement accounting
  - customer's buyouts
- Address standard asset cost adjustment functionality gaps at the end of lease.
- Clean-up and synchronise own system data with Investor's data.
- Implement system-supported process controls to keep in sync between client's and Investors systems.
- Improve end of lease controls.



### Results and Benefit to the Client

VIP Apps Consulting delivered a complete solution to client's requirements, consisting of documented requirements, Investor Agreement and accounting configuration, custom components code and documentation, converted and reconciled lease contracts and investor agreements data.

VIP Apps Consulting team worked closely with the business team, providing scalable and flexible solution with improved operational efficiency.

The project successfully went live with VIP Apps Team remained engaged providing Early Life Support following 'Go Live'.

Client have been successfully running new streamlined business process, underpinned by a new solution, automating routine operational activities and utilising new process controls to keep lease data in sync with the investors systems.