

# webLSP (LEO Sales Point)

## LEO LEASING SYSTEM MODULE

### ► Mobility

due to the use of Internet technology - allows free and efficient flow of information in an extensive dealer

### ► No installers

the application is available for the user by typing the appropriate address in a web browser

### ► Versatility

a variety of tools was used to enabling to change the look of the application (colors, graphics, personalized menu customization, etc.)

### ► Configurability

The applied AWL (ADH Workflow Logic) methodology, Crystal Report document templates, financial modeling

### ► Security

The application uses the latest security standards, SSL 2.0, RSA cryptographic protocols.

## The webLSP is...

a modern, multi-layered system based on JAVA Enterprise Edition technology. This multi-platform system is integrated into the LEO system and its database.

The webLSP web application is available via a web browser to the sales representative (Salesperson/Dealer/Agent), fed by calculation models from the central database. It enables calculating transactions, profitability analysis, document printing, verification process support, customer data, transaction, and item registration, as well as concluding contracts. Each transaction created is stored in a central database system. The information flow is executed immediately, directly in the application, both in the direction to the dealer and to the head office.

The webLSP application can be integrated with the webLRA (LEO Risk Analysis) system. Its main task is to take over proposals for evaluation and their processing through the editing of contractor characteristics, introducing financial results, current ratings, and possible relationships, performing a manual or automatic Scoring & Rating analysis. The risk decision tree is built in the system, in accordance with the procedures of the leasing company.

The webLSP system comprises the webLAA (LEO Administrator Application) system, which contains a number

of helpful configuration features which give the possibility to manage all the applications of the webLSP system. Although the IT administration does not belong to the business modules, its use offers tangible benefits by making the system administrators' work easier.

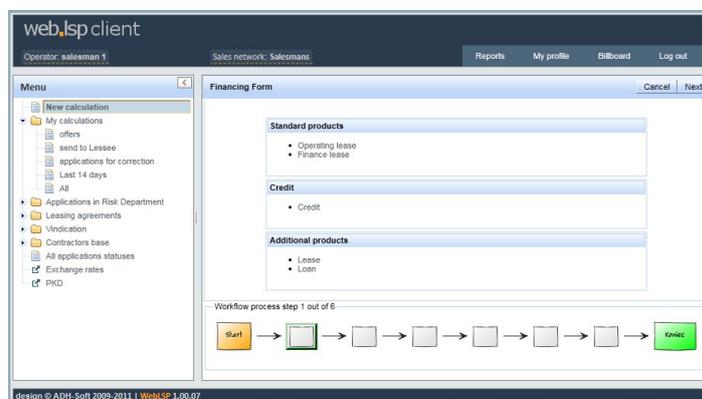


Fig. Leasing transaction application

### Operations that can be performed by a salesperson (resulting from the profile and authority granted to the user):

- Entering a new calculation,
- Activating an application
- Scanned documents
- Editing features of the contract,
- Editing features of the application,
- Editing an opinion on the application,
- Editing partners,
- Editing the contract info field,
- Editing the opinion about the Client field,
- Editing descriptive fields,
- Schedule,
- Item configuration,
- Rejecting,
- Entering financial statements,
- Entering a collateral,
- Submitting a bid,
- Changing the item/conditions.

## Business Processes...

of a Client are supported through the application of the AWL (ADH WorkFlow Logic) technology. It allows the "mapping" of its business process within the application and contract conclusion areas directly onto the webLSP application.

In the Workflow processes editor, defined operations are assigned to the dealer or the headquarters. This concept allows the Dealer to carry out, at the preliminary stage of preparing as contract, only those operations that are assigned to a given status of the transaction.

Direct communication of the application with the central database allows a real-time monitoring of the performance of the transaction by both the dealer and the head office. This, naturally, significantly raises the standard of customer service and shortens the entire decision making process. At the same time, a workflow editors tools were made available enabling the company to retain maximum flexibility in adapting the application to their own needs and market changes.

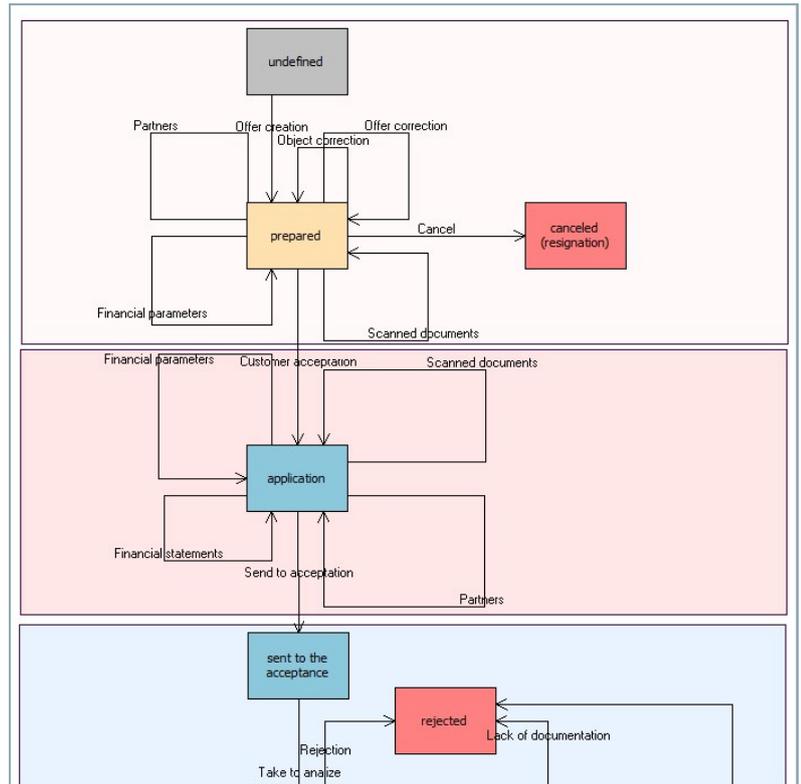


Fig. AWL technology (ADH WorkFlow Logic)

## Flexibility...

for an applications working at the interface between the head office - agent is a key element for the success of the venture. Although leasing is largely a universal concept, its implementation is sometimes extremely different for particular lease companies.

**webLSP is, in terms of configurability, extremely flexible. It is due to a number of factors. The most important are:**

### **application of the AWL (ADH WorkFlow Logic) technology**

allows the "mapping" of business process within the application filing and contract concluding area directly onto the application.

### **use of financial modeling**

provides unlimited possibilities of lease offers calculation for both the basic operating lease or financial one, as well as for more complex products - lease with service agreement, insurance, extras, subsidies, promotions, surcharges, or seasonal lease, and it also supports other products: hire, credit, etc.

### **customizable Crystal Reports printouts**

the technology used in preparing printouts provided by the webLSP application enables creating any correspondence and statements. Templates are created directly in the headquarters with a special tool, and the application automatically fills them with data and prints them on the user's computer based on the PDF standard

### **item configuration**

the use of a tree-shaped solution enables a very flexible fitting of the application to the business profile, ranging from companies strongly focused on vehicles to "captive" companies to companies with a broad range of item types

### **profiled interface**

the webLSP application is always customized to the standards of the Client, both with the presentation templates and the options and menu structure



## Implementation...

of a new application in a distributed environment is a significant challenge for any company, but not an impossible one for an IT department. ADS not only provides the Client with an application, but also with a proven methodology for its implementation and post-implementation assistance.

Many years of experience in meeting the expectations of financial companies enabled us to develop standardized implementation procedures. An established methodology, a clear division of responsibilities, competent and committed consultants, professional project management, complete design and user documentation - are proven keys to success in the implementation of the webLSP application in any leasing company.

## We provide a complete solution...

and not only a sales system. Fifteen years of experience, competent consultants with thorough knowledge of leasing issues result in the value delivered by our solution being several times larger than the software itself. ADS team comprises full-time specialists with comprehensive knowledge of all systems developed by our company. The long-term goal of ADS is to build a sustainable, long-term relationships with customers. The software market for the financial sector is a classic example of a B2B market and the effective building of good relationships with customers is a key in the success of the supplier.

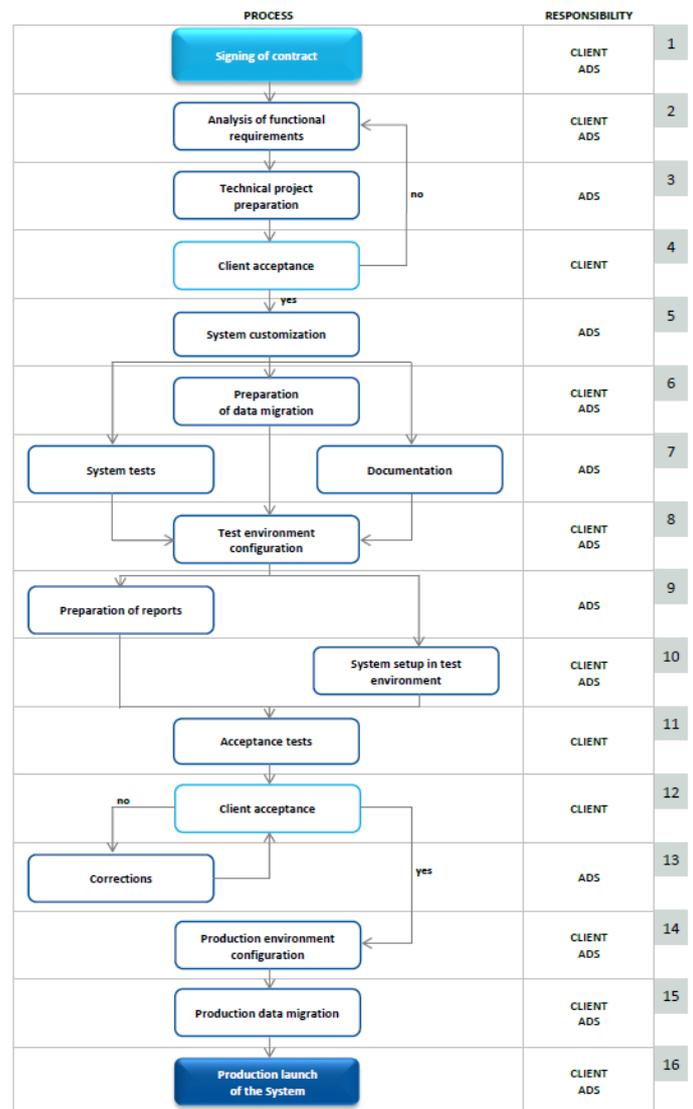


Fig. Application implementation process

### Recommended server hardware configuration:

Processor: Intel Pentium Xeon 4-core 1.8 GHz or faster processor  
 Hard Drive: 300 GB SCSI, SAS or SATA RAID 5  
 RAM: 4 GB recommended

Operating system: Windows Server 2008 or Linux  
 Application server: Compatible with JEE jBoss v. 5.0GA or later  
 optional Oracle AS, IBM WebSphere AS

The above hardware specification allows optimal, parallel work of 20-30 representatives.  
 In the case of a larger number of workstations we recommend to proportionally increase the server power.

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