Vendors who are dependent to some degree on providing leasing for their customers face a number of challenges:

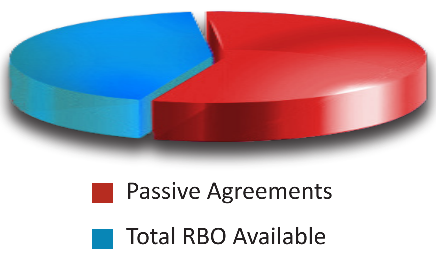
- Relationships with Lease Companies are transient: in the last 18 months the leasing landscape has changed dramatically with Lease Companies withdrawing from certain markets and staff turnover contributing to the problem.
- Limited access to information: Leasing Partners may provide web portals to access basic information relating to portfolios, but accessing different portals by untrained staff members is a cumbersome, inefficient process.
- Lack of Ownership of Valuable Data: details of lease portfolios are not held by the Vendor and crude internal systems are difficult to keep up to date.
- No visibility for Sales/Marketing Management: Lease portfolio upgrades are not easily visible to management, traceability is almost impossible. How do you know that Account Managers are not missing any opportunities?
- Poor service and hidden costs from Lease Partners affect customer confidence: by referring your customers to a Lease Partner your brand is diminished if the customer becomes unhappy.

Proctor Consulting is proud to introduce you to Lease-Desk.com, the only Lease Portfolio Management system specifically designed for Vendors.

Lease-Desk.com is a Sales & Marketing Tool designed specifically to generate Sales and improve Management of Live Customer Agreements.

- Regain control of your Customer Lease Portfolio, independently of your Lease Providers
- Protect your brand by ensuring your customers are no longer vulnerable to hidden costs at the start or end of the lease
- Visibility across the organisation ensures that prospects are tracked through the sales process to ensure that orders arrive in time
- Communication of information relating to prospects automatically sent as milestones change
- Automatic Alerts relating to Live Customer Agreements ensure no Repeat Business Opportunity is overlooked

Product Refresh: a Repeat Business Opportunity



Typically your organisation could benefit from a Repeat Business Opportunity of up to 45% of your total Live Customer Agreement portfolio, via Product Refresh.

Product Refresh allows your Sales Team to upgrade your Customers solution without increasing their periodic repayments. The customer will simply enter into a new term with you, generating a sale and increasing ‘Stickiness’ of contract.

Lease-Desk.com allows your Account Managers instant access to the Repeat Business Opportunity available for each of their Live Customer Agreements.

Our Cascading Hierarchy System allows Sales Management visibility of entire portfolio instantly, helping the Account Managers to generate Repeat Business Opportunities and ensuring that no Customer Live Agreement is overlooked.

LEASE-DESK.COM

Maximising Revenue from your Leasing Portfolio

Key Benefits:

- **Generate £'000s of Repeat Business Opportunities by importing existing Live Customer Agreement Portfolio.**
- **Accelerate your Sales Cycle and ensure no delay in Purchase Order by visibility and management of Lease Proposal Process.**
- **Improved Customer Service Proposition by protecting from additional costs from Finance Providers.**
- **Improved Sales Proposition to 'Roadmap' your Customers Solutions via Technology Refresh.**
- **Improve Communication within your Organisation.**
- **Improve portability of Live Customer Agreements between Account Managers.**
- **Save £'000s in wasted resource by having instant access to information across your Organisation.**
- **Credit pre-qualification will save £'000s of wasted Sales resource.**
- **'Sticky' Live Customer Agreements keep out competition.**
- **Automatic Alerts ensure no Sales Opportunity is wasted.**

Agreements View:

View Agreement | View Log

Id	Identifier	Company	Status	Primary User	RBO Level	End Date
173	000/027	Alpha Media Ltd	End of Term	Zoe Carpenter	548089.99	26/02/2010
85		BC Insurance Services Ltd	Live	Keith Hutchinson	52376.72	05/07/2010
87	FOUR1006	BC Insurance Services Ltd	Prospect	Keith Hutchinson	0.00	
180	000/034	BC Insurance Services Ltd	Live	Keith Hutchinson	666328.84	17/10/2010
175	000/029	BDE Logistics Ltd	Live	Pete Johnson	508323.37	30/01/2011
114	NTD027	Beacon Insurance Ltd	Live	Bob Sinclar	117792.50	26/05/2010
82	FOUR1004	Budget Hotel Ltd	Prospect	Sarah Barnes	0.00	
79	FOUR1001	Budget Hotel Ltd	Prospect	Sarah Barnes	0.00	

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Agreements

Lease-Desk.com allows management of all Customer Agreements:

- Finance Lease
- Operating Lease
- Structured Finance
- Hire Purchase
- Loan
- Other Minimum/Fixed Term Contracts (Support, Subscription Licence etc)

Each Agreement is either:

- Prospect: tracking your lease through proposal stage
  - Quote
  - Proposed
  - Referral
  - Accepted
  - Declined
  - Purchase Order
  - Sent for Payment
  - Win
- Live Customer Agreement: once your initial invoice has been settled by your Finance Provider

Prospect Dashboard

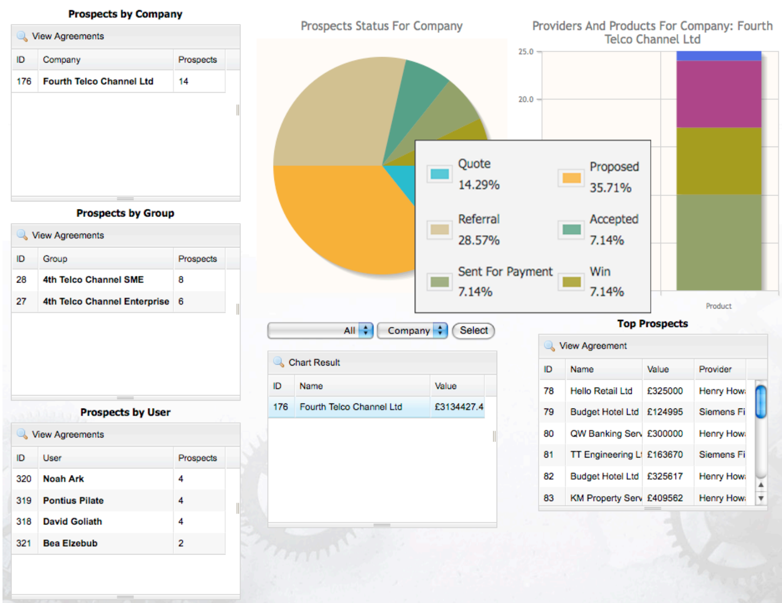
Lease-Desk.com allows you instant access to the Lease Proposals that you and/or your team are working on.

The dashboard has been designed to ensure all pertinent information is available to view graphically and easily.

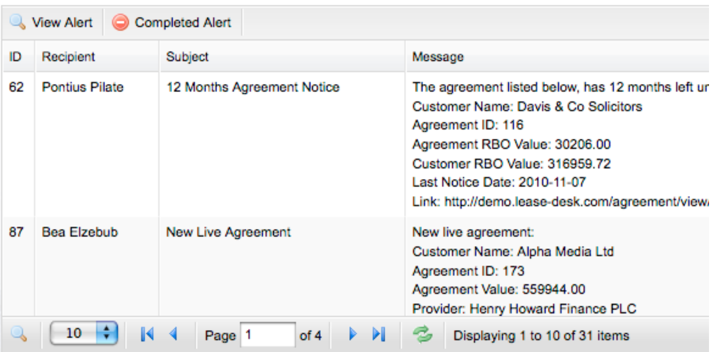
Whether you need to see total prospects for your company, your sales teams or account managers the dashboard means that easy comprehension is instantly available.

Prospects are also displayed by:

- Company
- Group User
- Milestone
- Provider
- Product



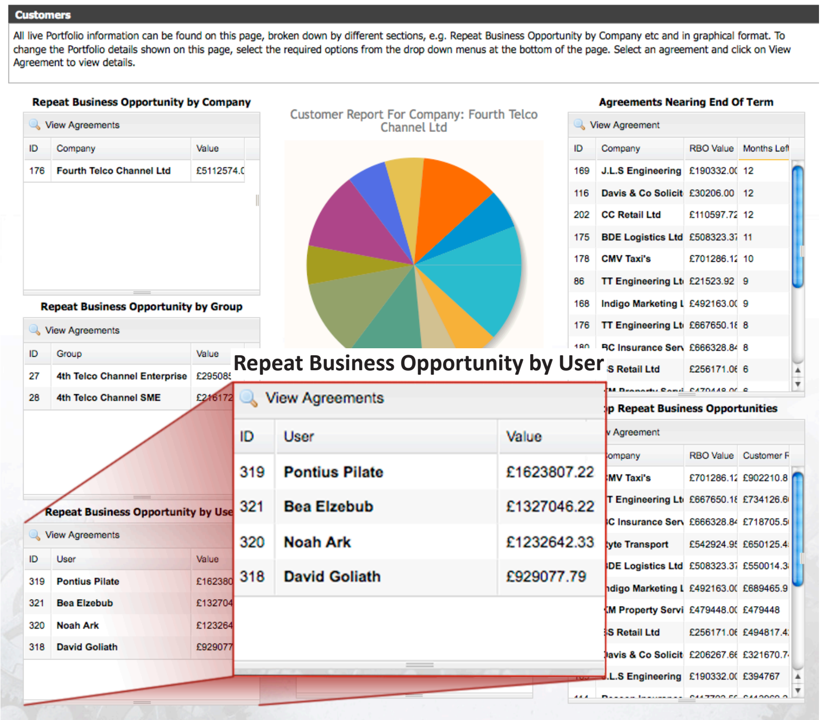
Alerts



ID	Recipient	Subject	Message
62	Pontius Pilate	12 Months Agreement Notice	The agreement listed below, has 12 months left ur Customer Name: Davis & Co Solicitors Agreement ID: 116 Agreement RBO Value: 30206.00 Customer RBO Value: 316959.72 Last Notice Date: 2010-11-07 Link: http://demo.lease-desk.com/agreement/view.
87	Bea Elzebub	New Live Agreement	New live agreement: Customer Name: Alpha Media Ltd Agreement ID: 173 Agreement Value: 559944.00 Provider: Henry Howard Finance PLC

Users can be set up to receive Alerts:

- When a new Prospect is added
- As the Prospect moves through the proposal process, alerts regarding milestone changes and when important Notes are added
- Payment from the Finance Provider
- When an Agreement becomes Live
- Regular Alerts when the Agreement enters last 12 months of Term
- Notification of any Notice Period
- Monthly alerts showing Repeat Business Opportunities
- When a Agreement enters a Secondary Period



Customer Dashboard

Easy access to your individual and/or your teams Repeat Business Opportunities via Product Refresh Options on the Customer Live Agreements.

Information on total Repeat Business Opportunity for each:

- Account Manager
- Sales Team
- Company
- Agreement with less than 12 months to run
- Largest Repeat Business Opportunity

Portfolio broken down by:

- Provider
- Customer
- Product
- Term
- Customer SIC Code
- Months to Run

Searching & Reports

In order to create qualified targets from your portfolio, powerful search and reporting capabilities allow you to target by:

- Customer
- Agreement Status
- Sales Team/Account Manager
- Provider, Financial Product Type
- Product
- Months remaining
- RBO Level
- SIC Code, Location
- Credit Rating

For further information or to arrange your online demonstration please contact us:

Proctor Consulting UK Ltd
Lake View Drive
Sherwood Park
Nottingham
NG15 0DT
01302 245310
info@lease-desk.com
www.lease-desk.com

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Maximising Revenue from your Leasing Portfolio