



Case Study

How did DLL Unlock the Full Potential of Leasing Business with LeaseFlex?

Customer Profile:

DLL is a global vendor finance company with more than EUR 30 billion in assets. Founded in 1969 and headquartered in Eindhoven, The Netherlands, DLL provides asset-based financial solutions in the Agriculture, Food, Healthcare, Clean technology, Construction, Transportation, Industrial and Office technology industries. DLL partners with equipment manufacturers, dealers and distributors in more than 30 countries to support their distribution channels and help grow their businesses. DLL combines customer focus with deep industry knowledge to deliver sustainable solutions for the complete asset life cycle, including commercial finance, retail finance and used equipment finance.



Customer Goals:

- Manage all leasing processes for 6 services in 8 industries on a single platform
- Be compliant with International Financial Reporting Standards (IRFS)
- Integrate with DLL Headquarters and suppliers
- Have advanced reporting capabilities
- Support various payment types and modify payment options when needed

Main Challenges:

Offering vendor finance, commercial finance, life cycle asset management, and leasing services in 8 industries, DLL needed a single platform to run and manage all leasing processes with advanced reporting capabilities. In addition, reporting to internal systems of DLL was another major challenge for the company.

With LeaseFlex, DLL Benefited the Following:

- Manage full lifecycle of leases and assets by providing improved customer engagement and consistent experience
- Manage leases and asset lifecycle end-to-end on a web-based user friendly application
- Integration with DLL Header Quarter monthly financial reporting and Basel III.
- Monitor centrally the risk for all customers, customer affiliates, vendor, and guarantors
- Compliance with DLL 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 risk by contract, customer and group wise for financing
- Integrated management of contracts, customers, assets and monetary flows
- Management of collections and payments online

Customer Statement:

Sales Support, Operations and IT Manager Çiğdem Duran says “It was very crucial for us to manage all leasing processes for all services and industries on a single platform. That is why we have chosen LeaseFlex because we received a turn key solution meeting our equipment leasing business needs. Also, we believe in genuine partnerships with our customers and solution providers; now with LeaseFlex processes have been simplified”



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.

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.

Solution Components:

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

sales@asseco-see.com

The logo for asseco, featuring the word 'asseco' in a bold, stylized, sans-serif font. The letters are black and have a modern, geometric feel.