

LEASING

Case Study

How did Global Leasing Company Empower in Egypt Leasing Business with LeaseFlex®?

Customer Profile:

Global Leasing Company “GLC” was established during Q1 2015 as an Egyptian Joint Stock Company under the provisions of Law # 8 for the year 1997. GLC provides highly structured leasing products and other financial & advisory services to the Egyptian market with a focus on specific markets & industries, including but not limited to Real Estate Development, Transportation, Healthcare, Education, Pharmaceuticals, Food & Beverage, Paper, Chemicals and Oil Services for both SMEs and large corporate market players.



Business Goals:

- Establish leasing business with an end to end turn-key solution for all leasing offers
- Manage all leasing processes for all services and markets on a single platform
- Implement an integrated system with lease full life-cycle management, fixed assets, general ledger and financial reporting, accounts payables and remittance, accounts receivables, cash management, budget development and control, and cost accounting

Tailor-made Solution Components Specific to MENA Region

- Multi layered accounting structure
- Flexible payment plan calculation methods
- Provision calculation methods & revenue accrual structure
- Stoppage / withholding tax calculations
- Integrated limit structure with all transaction details
- Fast calculation screens aimed for the sales personnel
- Interest calculation functions & system capacity increase for the Arabic forms

Customer Statement:

“Among 12 vendors, we have chosen Asseco SEE because the company has comprehensive resources with finance & leasing experience. Also, Asseco SEE team was able to respond difficult market & geographic conditions and serve GLC and its multi-entity legal structure with LeaseFlex® ”

Global Leasing Company CEO, Hatem Samir



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.

More Solution Components:

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

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