



SOFTWARE SOLUTIONS
FASTER, SMARTER WAYS TO DO BUSINESS

IntellaLease

Front-end Automation & Documentation Processing

Webinar: Wednesday, September 24 2014
2:00pm



Agenda



1. Introductions
2. Leasing Landscape & Competitive Challenges
3. What is IntellaLease?
 - Critical Components & Functionality
4. The Benefits of IntellaLease
5. Wrap-up



SOFTWARE SOLUTIONS
FASTER, SMARTER WAYS TO DO BUSINESS

We provide technology solutions and services that simplify, streamline & accelerate core business processes.

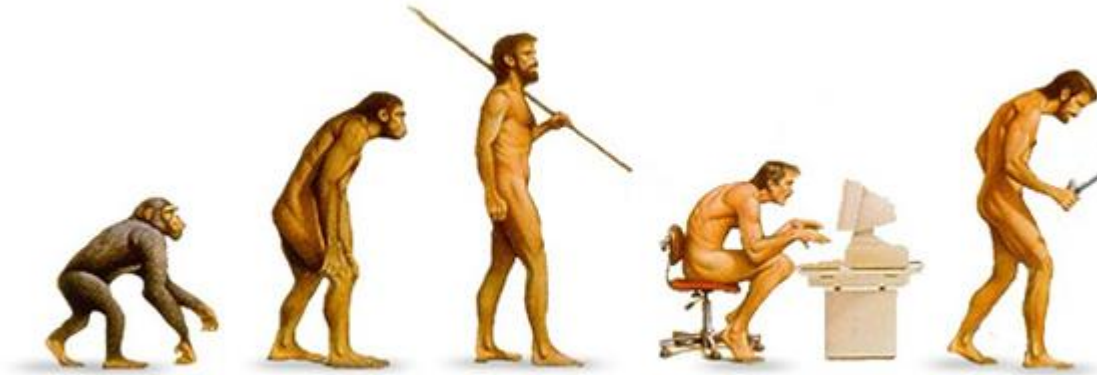
- Business Process Automation
- Enterprise Content Management (ECM)
- Intelligent Data Capture (IDC)
- Software Development
- Business Process Outsourcing
- Check & Document Scanners
- Document & Data Conversion Services



John C. Enny

Vice President
Marketing

Our industry and company has evolved...



...and so has the leasing landscape.

Leasing Landscape

- Lease More with Less
- Recession & Recovery
- Regulations/Compliance
- Risk/Fraud/Security
- Customer Expectations
- Technology
- Competition

Savage Chickens

by Doug Savage



www.savagechickens.com

Competitive Drivers

- Cost-of-Funds
- Customer Service
- Speed to Funding
 - Quotes
 - Approvals
 - Documents
 - Etc.



What's your Competitive Advantage?



Speed to Funding!

Challenges

- Lots of Paperwork
 - Various Sources
 - Dealer Portal/Email (pdf)/Fax
 - “Trickles In”
 - Tracking & Controls of Docs
- Lots of Manual Effort
 - Extracting & Keying Data
 - Uncertain Productivity
 - Redundant
 - Error-prone = Dirty Data
- Costly
 - Time
 - Money
 - Margin



Minimize Touches!



Challenges: Decentralized Data

3rd Party Data Services

Lease Origination Systems
(LOS)



Portfolio Management



Customer Relationship
Management (CRM)



ERP/GL



What is IntellaLease?

IntellaLease combines state-of-the-art technologies to process critical leasing and finance documents faster and more efficiently.



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Intelligent
Capture



Process
Automation



Storage &
Access



Reporting &
Analytics

IntellaFlo Product Platform

IntellaFlo is a workflow management framework that facilitates business process automation – in a number of applications.



OnBase by Hyland (ECM)

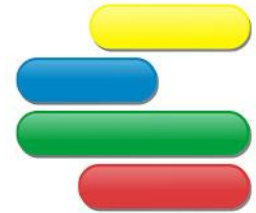


- Gartner Magic Quadrant for Enterprise Content Management (ECM)
- MTS serves on Partner Advisory Council (PAC)
- Projected to be recognized as a Gold Partner for next year

OnBase[®]
by Hyland

Silver
Partner 2014

Smart Capture™ by Ephesoft



Smart Capture™ by Ephesoft utilizes Intelligent Data Capture (IDC) to automate *Classification, Separation, & Data Extraction* for semi-structured & unstructured documents.



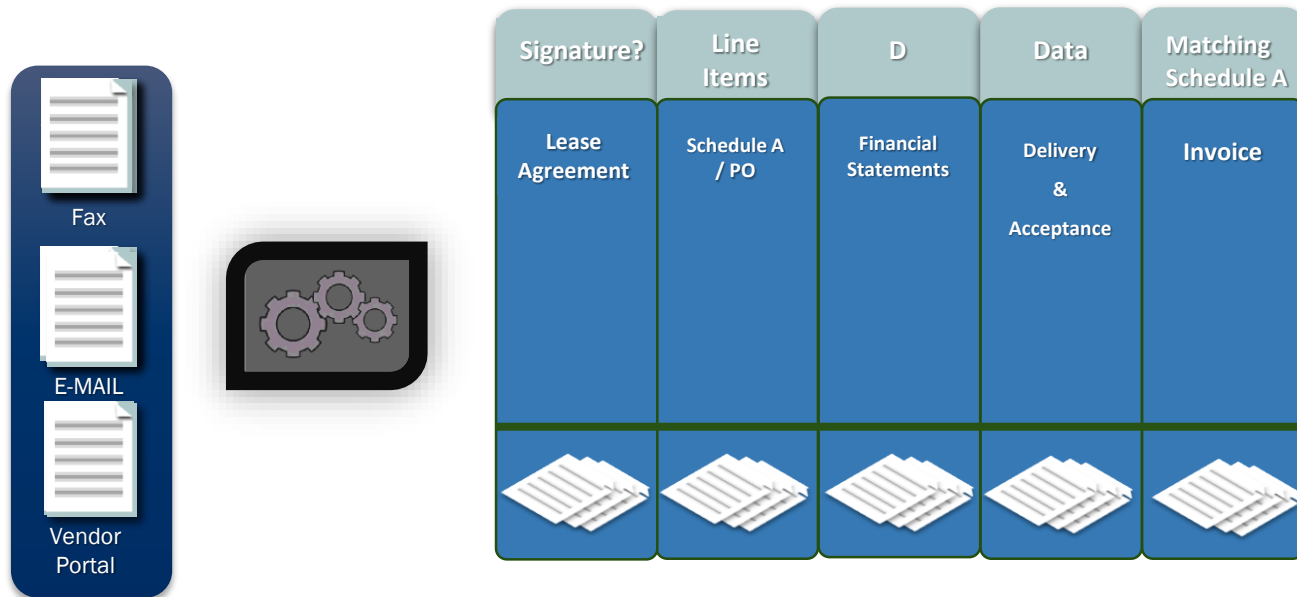
How it works...



- **Capture** – Captures data in any format at the point of origin.
- **Classify** – Automatically identifies document type/names
- **Extract** – Automatically extract data from any incoming data source
- **Validate** – Compares extracted data to data in other systems
- **Automate** – Inserts data into configurable workflows/decision-making criteria
- **Integrate** – Seamlessly inserts data into configurable workflows within or outside of lease origination systems
- **Analyze** – Proactive and real-time reporting to provide visibility

Intelligent Data Capture (IDC) Scenario

Front-end Automation/Doc Package Receipt



1. **Capture** -- Automating the Receipt of incoming documents
2. **Classify** – Automatically ID docs, prioritize critical documents
3. **Extract & Validate** -- Document-specific data extraction; match to existing databases
4. **Automate & Integrate** -- Output data and documents into workflow and/or integrate with LOS, ECM, CRM

Key Benefits

- Improve Productivity
 - Faster Turn-Around
 - Reduce Error Rate
 - Manage by Exception
 - Control Costs
 - Less Time and Resources related to Fall-out



Ask: “What if you can increase your application/transaction volume processed per day without adding more resources?”

Key Benefits

- Improve Customer Service
 - Improve Response Time
 - Credit Decisions
 - Follow-ups
 - Meeting SLA's
 - Attract & Retain Quality Customers & Partners



Key Benefits

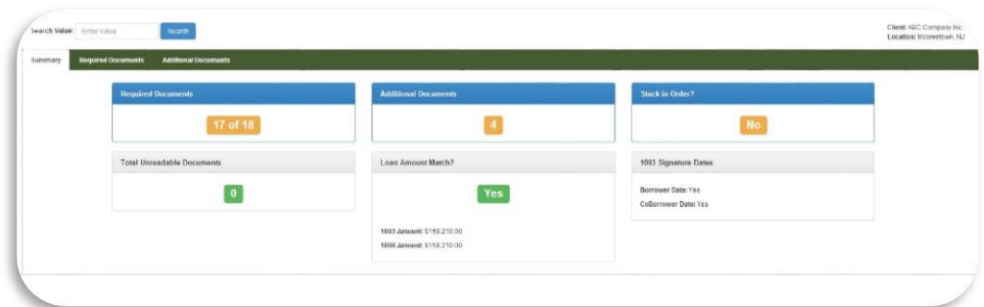
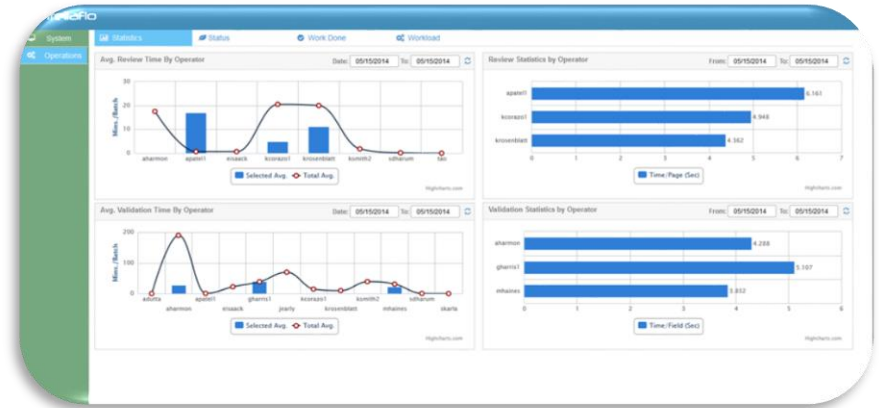


- Integrated/Centralized Data
 - Communications b/t systems & departments
 - “Retargeting”
 - Unfunded deals?
 - What % of deals that are approved but not closed?
 - No more “one and done”
 - Facilitate relationships with not only vendors but lessees.



Key Benefits

- Analytics/Insights
 - Improved Visibility
 - Real-time Reports & Dashboards
 - Leverage Data/Solution in Other Areas of Business
 - Sales
 - Marketing
 - HR
 - Accounting
 - Etc.



Key Benefits

- Compliance & Audit Control
 - Minimize Risk
 - Process Control
 - Limit Errors
 - Save time & money
 - Regulations



Gain
Competitive
Advantage!





Visit our Booth
at the
ELFA Annual
Convention!
Booth #34



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Next Steps...
Schedule a Demo!

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Thank You!

www.mtssoftwaresolutions.com

Simplify ★ Streamline ★ Accelerate