

Leasing Broker solution, based on the Industry Leading Microsoft Dynamics CRM



That can be implemented either:

- On-Premise: purchased outright and run in-house, or;
- Hosted: as a managed service paid on a per user per month basis with minimal maintenance or capital costs

Introduction

PropoSys has been designed by Tower Leasing and Nouveau Solutions to meet the increasing demands in the Finance Lease market and has been successfully implemented in several leasing companies.

The primary design of the system is to manage all stages of the sales-aid leasing process from online proposal through to End of Lease management. PropoSys provides users with simple and logical screens to navigate the user through the lease process and provide a full audit trail of the proposal via its integration with Microsoft Dynamics CRM.

History of PropoSys

There are several proprietary Proposal management systems in existence, all of which were researched thoroughly and came up short in several key areas. The cost of adapting these solutions would have been prohibitive and with no guarantee of success.

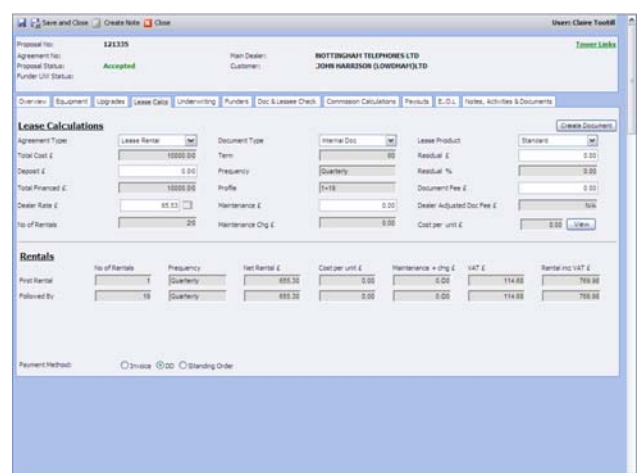
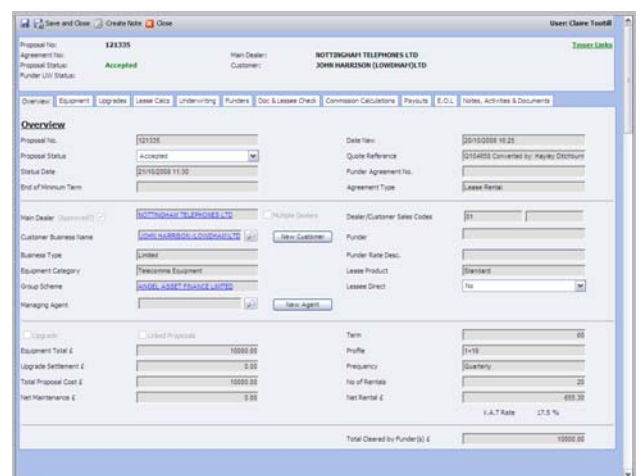
Tower embarked on a 1.5 years of expert manpower in specifying and testing the system and paying significant sums to develop the software around Microsoft's Dynamics CRM, to provide a scalable solution which benefits from regular updates.

As one of the UK's leading Microsoft Dynamics CRM partners, Tower selected Nouveau Solutions to work collaboratively with them on the development of PropoSys. Their Microsoft Dynamics CRM expertise, coupled with Tower's knowledge of the leasing market has designed a solution which can meet the increasing demands in the finance lease market today.

Features

PropoSys has been specifically designed to make it simple for users to operate without a detailed knowledge of the leasing process, this has resulted in:

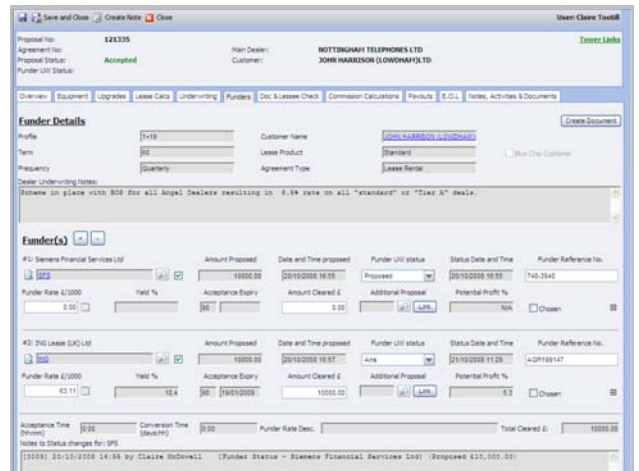
- Simple and logical screen designs which guide the user through the underwriting process;
- Full integration with Microsoft CRM presenting a complete history of every Supplier, Funder and Lessee relationship;
- Telephonic integration allows users to dial any contact through the system;
- Full audit trail of every activity related to a proposal record, providing all users with the ability to deal with enquiries quickly and effectively;
- Security roles present the management team with the ability to control what aspects of the system users can see, report on and the activities they can carry out.



Underwriting Process

In an effort to streamline the underwriting process while still providing the management team with the detailed reporting, PropoSys has been designed to include:

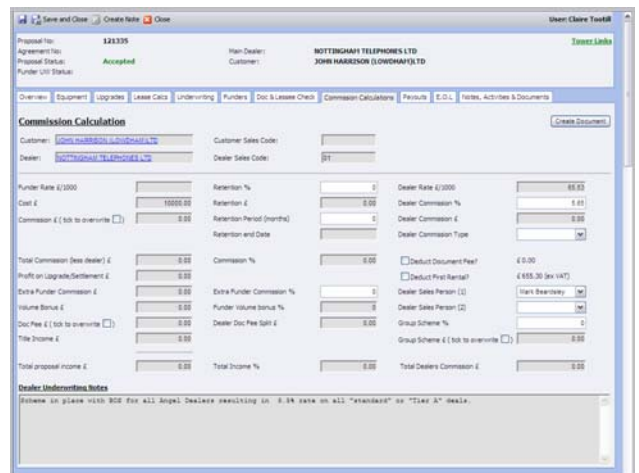
- Funder Controls are built in to help users maximise profit using a combination of factors;
- Pre-populated documentation using the information saved within the system to prevent duplication of work and the opportunity for error;
- Links to all relevant third parties, such as Companies House, allowing users to access all relevant information required for underwriting at the click of a button.



MI Reporting

It is understood that one major complaint of other finance lease solutions is the lack of management information (MI) that can be easily accessed in the form of reports. PropoSys solves this by offering:

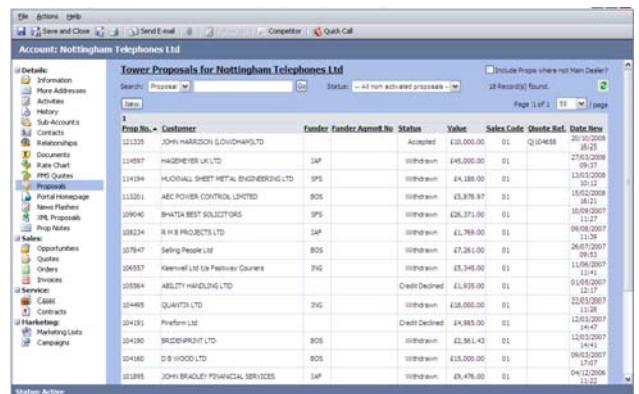
- Enhanced MI by providing the management team with the ability to report on any field within the system;
- Simple user defined reporting using pre-determined reports or the simple report generator;
- A Management Report facility providing up-to-date reporting on every aspects of the business.



Web Portal

PropoSys can be tailored to save users further time by providing them with a web portal:

- External access for Suppliers which allows registered users to send proposals directly into the system, removing the need for duplication in work for users;
- Security levels allow Supplier's management to choose how much or how little access to information their users can see.



Software Implementation

Tower and Nouveau have agreed to share the Intellectual Property Rights of the system as it is now and in the future. However, in order to avoid any conflict of business interest, Nouveau Solutions will be solely responsible for the system and hosting implementation.