

















# LEASING / ASSET FINANCE SOFTWARE CHECKLIST

Feature		Product B	Product C
<b>1. SOFTWARE PLATFORM</b>			
1.1. Is the business application based on a <b>world-class ERP</b> system (vs. developed from scratch by vendor)?	 Microsoft Dynamics NAV		
1.2. Does the business application use a <b>world-class database</b> platform (like SQL Server, Oracle)?	 Microsoft SQL Server		
1.3. Does it support <b>3-tier architecture</b> (data tier, application tier, presentation tier)?	 Microsoft Dynamics NAV		
1.4. Can the system be accessed and used on <b>various devices</b> (tablet, phone)?	 Web client / Universal App		
1.5. Does the system support multiplatform front-end (i.e. runs on any of <b>Windows, Apple iOS, Android</b> )?	 Web client / Universal App		
1.6. How can the software be deployed: <ul style="list-style-type: none"> <li>- On premises</li> <li>- On hosted infrastructure</li> <li>- Both</li> </ul>	Both		
<b>2. BUSINESS APPLICATION</b>			
2.1. What is the <b>functional fit</b> of the <b>standard</b> application (i.e. percentage of required functionalities supported by the application)?	>70%		
2.2. Is the business application <b>customizable</b> (i.e. can it add new data tables and fields, new functions)?	 NAV development environment (many functions are available with customer license)		
2.3. Is the user interface <b>self-explanatory, role-based</b> and <b>easy to start</b> for new employees, your brokers, dealers, suppliers (i.e. follows widely accepted standards)?	 Microsoft Office look and feel user Interface		
2.4. Is the user <b>interface configurable</b> without programming (i.e. key-user can adjust the page layout)?	 User personalization		

2.5. Is there an integrated <b>Financial Accounting</b> module (general ledger, budgets, fixed assets, A/P, A/R, etc.)?	 Microsoft Dynamics NAV		
2.6. Is there an integrated <b>Workflow Management</b> System (i.e. configurable sequence of tasks, with assigned responsibilities)?	 S4L.WF module		
2.7. Is there an integrated <b>Document Management</b> system (e.g. document creation, electronic signature, storage)?	 S4L.DM module		
2.8. Does the system support <b>Credit Decision Automation</b> (improve credit approval process)?	 S4L.SCOR, S4L.DEC modules		
2.9. Does the system support major <b>accounting standards</b> (IFRS, US GAAP)?	 IFRS and GAAP		
2.10. Is the system <b>highly configurable</b> (e.g. can it configure new financial products, new business rules in the system instead of programming)?	 S4L.FP, S4L.ST modules		
<b>3. SYSTEM SET-UP</b>			
3.1. Does the system include full-scope <b>professional services</b> – business process optimization, operational risk management, accounting setup (vs. only software delivery)?	 Consultants with 10-12 years of leasing industry expertise		
3.2. Does it include full-scope <b>data migration</b> – historical data cleansing, data conversion, reconciliation, audit trail?	 Using Microsoft Rapid Start tools		
3.3. Will the new system support my unique way of working, my <b>unique competitive advantage</b> ? Do I have the option of including my own requirements in the scope of functions?	 Soft4Leasing can be developed as per customer request		
3.4. Does the supplier's service follow widely adopted <b>project management methodology</b> ? Has the supplier disclosed all potential <b>project risks</b> ?	 Microsoft Sure-Step		
<b>4. TOTAL COST OF OWNERSHIP (TCO)</b>			
4.1. What is the pricing model of the software: - License purchase - License purchase and hosted - Monthly subscription and hosted	All mentioned options		
4.2. Is the <b>TCO predictable</b> (i.e. all cost components disclosed and long-term costs transparent)?	 License cost + T&M or FIXED project price + support agreement + yearly		

	maintenance and upgrades		
4.3. Does the system bind me to a single-service provider?	No, there are many Microsoft Dynamics and Soft4 partners worldwide		
4.4. Can I access the application source code? Is <b>my investment safe</b> in case of supplier's business discontinuity?	 Source code delivered with application		
4.5. Is the software <b>constantly improved</b> and <b>new features added</b> so I can maintain the value of my investment and extend the lifecycle of the business application? Does it have a clear roadmap?	 1-2 releases per year		
Notes/Comments			