

The leader in enterprise Lease Lifecycle Automation



We are transforming the way businesses lease.

LeaseAccelerator is the leader in enterprise Lease Lifecycle Automation, a new category of financial software that fundamentally reinvents the way that businesses lease. With our software, companies can digitize their leasing business processes from sourcing and procurement to asset and contract management to accounting and financial reporting. This makes leasing a catalyst for digital finance transformation.

800K

REAL ESTATE AND EQUIPMENT LEASES

\$200B

OPERATING AND FINANCE LEASES

8B

ACCOUNTING JOURNAL ENTRIES

Business leasing

BUSINESSES LEASE OVER

\$5 trillion

in assets worldwide

Companies lease, rather than buy, many of the assets they use to run their business. Examples include commercial real estate, industrial equipment, technology, and transportation assets. There are a number of benefits of leasing. It frees up cash. Instead of tying up cash in capital expenditures the cash can be used for other purposes. It offers a hedge against obsolescence, enabling companies to refresh equipment periodically with the latest models. Leasing also stretches budget dollars. Instead of having to pay 100% of the costs to acquire an asset up front, businesses can spread ~85% of the costs across multiple years.



COMMERCIAL REAL ESTATE

Land
Office buildings
Industrial space
Retail stores



INDUSTRIAL EQUIPMENT

Machinery
Forklifts
Pallet jacks
Conveyors



TECHNOLOGY ASSETS

Laptops & tablets
Servers & storage
Networking devices
Photocopiers/printers



TRANSPORTATION ASSETS

Company cars
Vans and trucks
Locomotives and rail cars
Marine vessels

The broken promise of leasing

Despite the numerous business advantages to be gained, leasing is an under-utilized form of financing. Over the past 10 years some of the world's largest and most innovative companies have significantly scaled back their leasing programs, choosing to purchase assets instead. We estimate that companies are carrying over \$2 trillion in plant, property, and equipment assets on their balance sheets that should have been leased rather than purchased.

\$2 trillion+

of capital being inefficiently tied up in plant, property, & equipment assets worldwide

There are a few reasons why many CFOs prefer to buy rather than lease:



EXCESSIVE COSTS

Leasing is marketed as offering significant financial benefits to the customer. However, the contracts are designed to maximize profit for the financial institutions that underwrite them. Customers end up leasing at higher rates than they should and paying more fees than they expected.



ADMINISTRATIVE BURDEN

Managing a portfolio of 100, 1,000, or 10,000 leased assets creates a significant administrative burden for organizations. Companies must modify business processes and add headcount to track the leased assets and their associated contract milestones.

These challenges prevent organizations from realizing the economic benefits they expected to achieve from leasing.

COMMON CHALLENGES WITH LEASES

PERFORMANCE MANAGEMENT



Few companies do Lease vs. Buy analyses up front to model the expected benefits. Even fewer measure actual realized savings at the end of the lease.

CAPITAL SOURCING



Companies often overpay for leases. They accept higher financing rates because they lack efficient markets to source capital.

PREDATORY CONTRACTS



Predatory terms are often hidden in the fine print of leasing contracts – designed to generate more profits for the banks that underwrite the leases.

FORGOTTEN MILESTONES



Companies forget to exercise options to renew real estate leases at pre-negotiated, “below-market” rents. They miss out on potential savings opportunities.



LANDLORD OVER-BILLING

Real estate bills are complex and often filled with excessive charges for operating expenses and other costs the landlord is seeking to pass on to the tenants.



ASSET TRACKING

Assets such as forklifts and trucks move locations. Companies lose track of them and don't pay proper taxes or maintain proper insurance.



EVERGREEN FEES

Equipment leases are not canceled at the end of the contract and auto-renew year-over-year. Companies end up paying 2-3x the original purchase cost.



COMPLEX ACCOUNTING

Leased assets are accounted for differently than owned assets. A complex set of IFRS and US GAAP standards have moved leases onto balance sheets.

Spreadsheets aren't effective

The root cause of the challenges with leasing is the lack of technology available to automate the business processes. Without enterprise software applications designed to procure, manage, and account for leases, companies have tried to manage their leases using spreadsheets, emails, and sticky notes. But these approaches do not scale, especially at large organizations with multi-billion dollar lease portfolios.



Companies have attempted to manage their leases using spreadsheets, but that does not scale.

OUR MARKET:

Enterprise Lease Lifecycle Automation

At LeaseAccelerator, we are replacing the mountain of spreadsheets that are being used to track leased assets with an enterprise-grade software platform. We believe that, just as every large company has purchased specialized applications for submitting travel expenses and calculating sales commissions, they should select a specialized application for managing enterprise leasing processes from end to end. We call this new category of software Enterprise Lease Lifecycle Automation. And our estimates suggest that it will grow to be over a \$1B market by 2022.

\$5 trillion

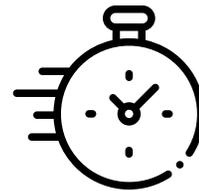
of leases

Leasing is one of the biggest areas of corporate spend yet to be disrupted by technology.

OUR MISSION:

Reinventing how businesses lease

At LeaseAccelerator, we make leasing easier - through automation. Renting an asset should be just as fast, easy, and simple as purchasing one. Our aim is to put customers back in control of their lease portfolios and empower them to realize the cash flow acceleration and budget elasticity benefits they deserve to achieve.



**Renting an asset should
be just as fast, easy, and
simple as purchasing
one.**

OUR VISION:

Enabling organizations to get more out of leasing

We help organizations realize the competitive economic advantages of leasing without being burdened by additional administrative complexity.



CHIEF FINANCIAL OFFICERS

CFOs should know what they lease. With a few mouse clicks, finance leaders should be able to report on what assets they are leasing, where they are, and when the lease ends.



CHIEF PROCUREMENT OFFICERS

CPOs should be able to quickly analyze their leasing spend. Just like with every other spend category, they should be able to run a report that shows all the areas of waste and inefficiency.



CHIEF ACCOUNTING OFFICERS

CAOs should be able to comply with the standards. Software should automatically track changes to the portfolio and produce the ledger entries without having to add an army of staff.



CHIEF OPERATING OFFICERS

COOs should be able to optimize asset utilization through leasing. Equipment should be regularly refreshed with newer technology that offers greater performance, better safety, and higher energy efficiency.



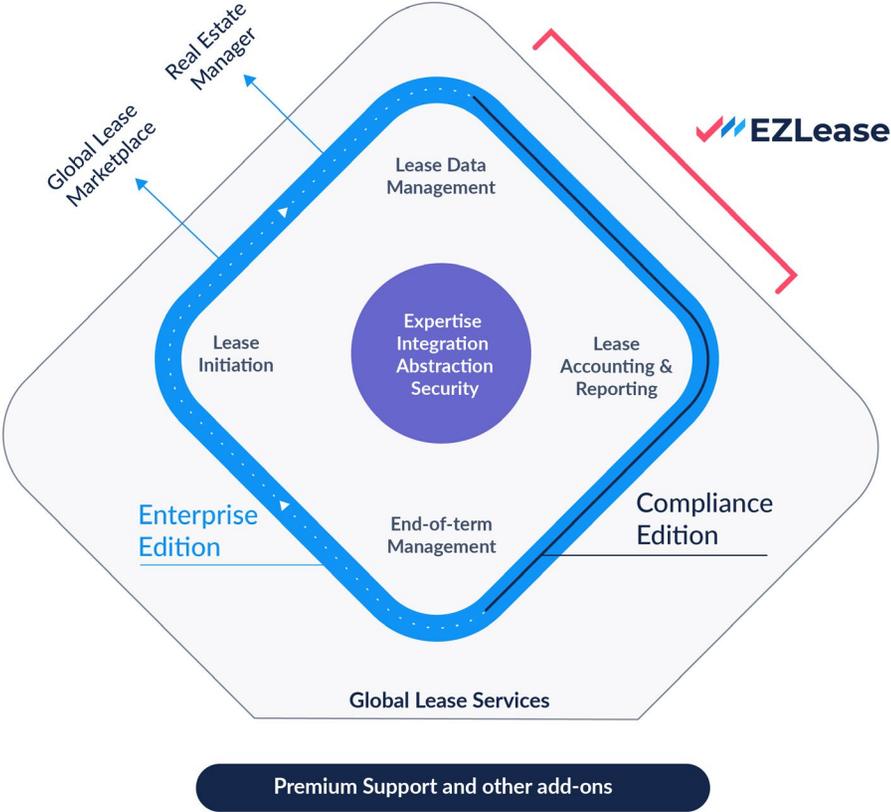
CORPORATE TREASURERS

Treasurers should be able to source financing for new equipment leases. Just like other sources of capital, they should be able to seek out competitive bids from a global market of funding sources.

OUR SOLUTIONS:

The first business application suite designed for leasing

LeaseAccelerator is the industry's first and only Lease Lifecycle Automation platform designed to digitize the unique business processes required to source, manage, and account for leases, through their entire lifecycle.



LEASE SOURCING

With our Sourcing, you can seek competitive bids for equipment lease financing in our electronic marketplace.



LEASE MANAGEMENT

With our Lease Management, you can track real estate contract milestones and equipment asset locations throughout the lifecycle.



LEASE ACCOUNTING

With our Lease Accounting, you can produce the specialized financial reporting required under US GAAP or IFRS.



LIFECYCLE AUTOMATION

With our Lifecycle Automation, you can take out cost and risk by eliminating manual processes to save at every stage.

OUR SOLUTIONS:

Lease sourcing

Our lease sourcing is designed for procurement, supply chain, and legal professionals that want to digitize the source-to-pay processes for leasing.

With LeaseAccelerator, companies can automate the capital planning process, equipment finance sourcing, and purchase order approval processes. Organizations can achieve cost savings between 6-12% by applying best practices such as RFPs, competitive bidding, and spend consolidation to their leases in the same way they do other spend categories.



LEASE VERSUS BUY ANALYSIS



AUTOMATED RFP GENERATION



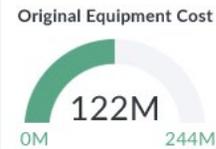
COMPETITIVE CAPITAL SOURCING



STANDARDIZED LEASING CONTRACT

Spend Analysis Reports

Asset Category Location Business Unit Product Line



Overpayments by Location

2018

Country	State	No. of Sched	No. of Assets	Orig Equip Cost	Avg. Months Overpaid	Total Overpaid
US	TX	1	1	50,000	138.00	17.25
NL	NE	4	6	514,000	28.00	213,990
DE	-	3	9	1,256,000	25.00	168,587
AUS	-	6	10	89,000	22.20	20,072
Total		358	701	121,952,981	11.48	7,871,208

Orig. Equip. Cost by Months Range in Evergreen



[View Details](#)

Activity by



Funder

Rich Business Solu
Toyota Finance Se
Harbor Capital Lea
Summit Acceptanc

Total

OUR SOLUTIONS:

Lease management

Our lease management and lease administration are designed for real estate, treasury, asset management, and operations professionals who want to digitize the end-to-end lifecycle of their leases.

With LeaseAccelerator companies can automate the asset tracking, contract lifecycle, and end-of-term decision making processes. Organizations can achieve cost savings between 10-12% by capitalizing on renewal discounts, negotiating better buyout terms, and eliminating unwanted evergreen payments.

EQUIPMENT LEASE MANAGEMENT



ASSET LOCATION TRACKING



MIDDLE-OF-TERM EVENTS



RENEWALS, BUYOUTS, RETURNS



EVERGREEN REPORTING

REAL ESTATE LEASE ADMINISTRATION



PORTFOLIO REPORTING



INVOICE WORKFLOW



CRITICAL DATE MANAGEMENT



SUBLEASE ADMIN

OUR SOLUTIONS:

Lease accounting

Our lease accounting is designed for financial reporting, technical accounting, and shared service center professionals who want to digitize the record-to-report process for any lease accounting standard, including ASC 842, IFRS 16 and GASB 87.

With LeaseAccelerator companies can automate the booking and classification of new leases, perform modifications and reassessments of changed contracts, and optimize the month-end close process. Organizations can reduce the cost of accounting while reducing the risk of material weakness and financial restatement.



**MULTI-GAAP
ACCOUNTING ENGINE**



**LESSEE AND LESSOR
JOURNAL ENTRIES**



**PLANNING, BUDGETING,
AND FORECASTING**



**P&L AND ECONOMIC
PERFORMANCE REPORTING**

The screenshot displays the LeaseAccelerator software interface. On the left is a dark blue navigation sidebar with menu items: Management, Accounting, Reporting, Sourcing, Lease vs. Buy, and Admin Console. The main content area has a top navigation bar with links: Portfolio, Asset Import, Company, Address, File Import, Participant, and Exchange Rates. The 'Portfolio Import' section is active, featuring a 'Choose File' button, a 'Validate' button, and a text instruction: 'LeaseAccelerator expects an .xlsx file with two required worksheets (Schedules and Details). There can also be one optional worksheet, ex: Options.' Below this is the 'Import Results' section, which contains a table with the following data:

Save	Schedule Number	Status	# Assets	Amount	Category	Lessee	Funder	Ship To Location
<input checked="" type="checkbox"/>	64384690-830A	No asset user specified	542	\$609,254.16 USD	Computer	Acme Inc.	Dell Financial Services LLC.	Multiple
<input checked="" type="checkbox"/>	90-83B	No asset user specified	212	\$29,254.10 USD	Medical	Acme Inc.	XYZ Equipment	Multiple

OUR SOLUTIONS:

Lifecycle automation



End-to-end automation



Fast, complete monthly close



Centralized policies and governance



Streamlined processes

Our Lease Lifecycle Automation supports finance, accounting, treasury, procurement, and shared service center professionals who want to make leasing easier in order to realize savings at each stage of the lease process.

With LeaseAccelerator, companies can automate the full lease lifecycle from selection to signature through sunset. Organizations get consistent results across every lease based on centralized data, policies and procedures that remove manual judgments and increase overall efficiency.



OUR VALUE PROPOSITION:

We make leasing easier

With years of experience delivering Lease Lifecycle Automation for hundreds of customers, we understand how to ensure you get more out of your leasing program. We have more successful migrations from other solutions and implementations than other vendors, and we guarantee the results. Use our FastTrack implementation to go live in weeks, not months using proven configurations, so you get value faster. **This is backed by our LeaseAccelerator Guarantee: we get you started in 8 weeks.**



ACCELERATE FREE CASH FLOW

Rather than tying up capital in purchasing assets, many of which depreciate in value over time, companies can lease them and free up cash flow. Higher free cash flow could lead to increases in stock prices and higher market capitalization.

The cash generated can be invested in R&D, product innovation, or market expansion to fuel additional growth and create long-term shareholder value. Alternatively, companies can use the cash for share buy-backs to boost stock prices or issue higher dividends to share holders.



FASTER TECHNOLOGY REFRESH

Leasing allows for more frequent refresh of vehicles, technology, and machinery. Organizations can systematically replace aging equipment every 3-5 years with higher performing assets that are using the latest technology.

Older computers can be regularly refreshed every 3 years with newer models with greater capacity and faster performance. Older vehicles can be regularly refreshed every 5 years with newer models that offer greater energy efficiency and safety features.



GREATER BUDGET ELASTICITY

Rather than paying 100% up front for an asset, companies can pay ~85% of the purchase price and spread the costs over a period of years. Modern leasing programs offer much more contract flexibility and pricing innovation than in years past.

Traditional 30-year fixed real estate leases can be replaced with 12-month flexible co-working contracts. Fixed monthly payments for data center servers can be replaced with consumption pricing models that charge based upon actual utilization.

OUR APPROACH:

Achieving success

Most of our customers start their journey with a focus on complying with the standards, but they quickly realize that a successful lease program depends upon a strong lease management process. The focus on compliance quickly evolves into a focus on scale and automation. Once leasing processes are standardized and digitized, organizations can focus on optimizing their portfolio to ensure they are realizing the economic benefits of leasing.

PHASE ONE COMPLIANCE

Our first priority is to help you comply with the ASC 842, IFRS 16, and GASB 87 standards. We'll help you:

- Inventory your leases
- Abstract the relevant contract terms
- Upload the data into our application
- Transition to the standards
- Train your accounting staff
- Launch a Center of Excellence to manage the record-to-report and monthly close processes

PHASE TWO SCALE

Success with Lease Lifecycle Automation depends upon a strong lease management process. We can help you to:

- Institute Lease vs. Buy analysis for all new leases
- Track changes to variable rents tied to CPI, LIBOR, or sales performance
- Automate notifications about critical dates for contract options
- Digitize end-of-term workflows for buyout, return, and renewal options

PHASE THREE OPTIMIZE

Make sure you are realizing the economic benefits of leasing. We can help you:

- Reduce your financing costs for new equipment leases
- Reduce unwanted evergreen leases
- Make smarter buyout and renewal decisions
- Implement KPI dashboards to track the economic performance of your portfolio



LEASING EXPERTS

We've assembled a dream team of leasing experts that have built and managed billion-dollar leasing programs at some of the world's largest companies. We've teamed them up with finance and accounting rock stars from Big Four, ERP vendors, and real estate firms.



BEST PRACTICES

Our experts have published the industry's most extensive set of guides on how to implement the new accounting standards, how to track assets throughout the lifecycle, and how to analyze portfolios for savings opportunities.



LEARNING SYSTEM

We built the industry's largest online learning platform for lease accounting and administration. Our customers can access a library of over 300 courses and earn CPE credits as well as badges and certifications in lease accounting and administration.



CUSTOMER EVENTS

We host the only events in the industry that are 100% dedicated to leasing. Each year hundreds of finance and accounting professionals join our events to hear dozens of educational sessions on case studies and best practices.



RESEARCH CENTER

We publish a series of industry rankings, benchmark studies, and progress reports that practitioners can use to better understand the maturity of their leasing programs and compare metrics with their peer group.



OUR PASSION:

Optimizing your leasing program



OUR INNOVATION:

Unparalleled investment in leasing technology

LeaseAccelerator was founded over 15 years ago as the first software provider to focus 100% on automating the business processes for all different categories of leases. We offer the highest level of automation of the record-to-report, acquire-to-dispose, and procure-to-pay processes of any provider. Key innovations that our engineering team has developed include:

LeaseAccelerator ranks among the top 10 SaaS companies in the percentage of spend allocated to research and development.



GLOBAL LEASE ACCOUNTING ENGINE

The most sophisticated Multi-GAAP reporting engine available on the market, automating the most complex parts of the record-to-report process.



LEASE ACCOUNTING VALIDATOR

Automatically tests tens of thousands of permutations of leases from various industries and geographic regions to ensure the accuracy of our accounting.



SPEND ANALYSIS ENGINE

Analyzes lease portfolios to identify the 10 most common areas of waste and inefficiency creating actionable recommendations for in-year savings opportunities.



GLOBAL LESSOR NETWORK

Over 500 commercial banks, vendor captives, and independent leasing companies compete to offer the lowest financing rates for new equipment leases.

LeaseAccelerator

Recognized as one of America's Fastest Growing Companies and an Inc. 5000 company, LeaseAccelerator has been the recipient of numerous awards for technology, innovation, and leadership.

LeaseAccelerator provides a global Lease Lifecycle Automation platform that improves free cash flow and ensures long-term compliance across equipment and real estate assets. Thousands of users rely on our Software as a Service (SaaS) platform to manage and automate 800,000 leases valued at \$200 billion across 5 million assets in 172 countries that generated 8 billion journal entries.

800K

Real Estate and Equipment Leases

\$200B

Operating and Finance Leases

8B

Accounting
Journal Entries



www.leaseaccelerator.com

CONTACT US

No one is more passionate about optimizing your leasing program than LeaseAccelerator. Contact us to start reinventing the way your business leases.

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