



## Press Release

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### **New EPOS solution released to Henry Howard Finance PLC**

Field Solutions the leading provider of software, consultancy and training services within the finance market for asset finance quotation and point of sale solutions announces the general release of Field **EPOS**, its new Electronic Point of Sale solution and first customer shipment to Henry Howard Finance PLC.

Field**EPOS** will provide Henry Howard's vendors with a powerful secure web-based on-line proposal origination and tracking portal. This will enable vendors to submit and track proposals using a secure encrypted transmission, to liaise with the Henry Howard sales team and to significantly reduce proposal response and turnaround times. Field**EPOS** can be configured and branded for individual vendors thereby providing a personalised web-based portal for each vendor.

Howard Ross, Managing Director at Henry Howard says, "The addition of the **EPOS** product provides our larger vendors with a fast and effective means of delivering and closing new business proposals. In conjunction with Field**Net**, our proposal management solution, we can now monitor business volumes and performance for our vendor partners. This investment supports our strategy of providing our clients with an efficient and personalised asset finance product service."

Alun Booth, Managing Director of Field Solutions added, "The launch of Field**EPOS** further strengthens our market leading position in pricing and quotation solutions. With the addition of Field**EPOS** we can now provide a fully distributed and automated proposal origination solution for introducers, brokers and vendors."

#### About Field Solutions

Field Solutions has over two decades of experience in the Asset Finance industry. The company has over 130 customers; introducers, brokers, lenders and major banks and in excess of 10,000 users of its pricing and quotation solutions. These solutions support a significant percentage of all finance and leasing transactions in the UK and Irish markets. The company recently introduced its Asset Finance Business Process Framework, bringing together a comprehensive suite of products and services to automate the entire origination process, from pricing and quotation through to submission.

#### About Henry Howard Finance

Henry Howard Finance is a well established sales-aid finance company committed to providing its suppliers with simple and competitive forms of finance for their business users. An independent finance house and brokerage specialising in vendor finance schemes; with UK offices in London and Newport, the company is only one of two Welsh Businesses to be named in the "Sunday Times Virgin Fast Track 100" for 2008. This is the second year running the company has been nominated for national recognition and comes on the back of a sustainable growth award from the "Fast Growth 50" for five consecutive years.

#### Further information:

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