

# Opportunities thrown up in challenging markets

**Nick Pattenden, Managing Director at Field Solutions, provides gateway software that helps brokers and funders get together on mutually beneficial transactions**

**W**e hear much about the financial challenges that lie ahead, and one can rightly assume that the Asset Finance industry will not be immune to this climate of change. Today, it is fact that many established introducers find it increasingly difficult to source funding, yet new entrants are still coming to market. We see consolidation and disinvestment occurring in equal measure, and, as with all change, some will see the opportunity.

For both existing players and new market entrants, technology creates an opportunity to offer a differentiated and more complete service, yet investment in setting up technology and electronic links between vendors, introducers and funders can often be time consuming and expensive.

Field Solutions offers a quick-start for this process, and a solution that electronically aligns brokers, introducers and funders through a transparent “gateway”. This gateway, known as the FieldControl Gateway, is a service that is today linking some 40 funders with brokers. Getting started is now a matter of days, not weeks, and the power of the network becomes immediately available to all.



For a broker or vendor, Field Solutions provides the opportunity to create proposals using a simple calculator, to view and select funders based on funder rates and commission schemes, and to have the capability to route proposals to one or more chosen funders using the funder’s preferred format, importantly without re-keying the proposal. For funders who prefer to receive proposals electronically, Field Solutions offers its Gateway as a means to receive proposals

using a transparent and straight-through-process for brokers and introducers. Simple and effective, these systems offer a high personal touch but with a low touch process’.

Funders participating in the network can provide Freehand as a free-standing pricing tool preset with their own rates and commission schemes. Knowing the rates and being able to determine payment profiles enables brokers and introducers to better meet their clients’ requirements, and to accurately align proposals to a funder’s scheme. As funders change their rates and schemes these can be automatically refreshed through the FieldControl Gateway to brokers and introducers using the network.

The scarcity of funding, though, means many brokers and introducers cannot readily access funding at all. However, for some who are fortunate enough to be able raise their own funds, the attraction of starting an own book can be quite compelling. For own book, block discounters and SME funders, Field Solutions Finlex Proposal and Administration Management suite provides the opportunity to acquire a robust and proven contract management solution.