

## Field Solutions Autumn Newsletter

Welcome to the autumn edition of our company newsletter, bringing you the very latest news and views from Field Solutions.

### Cassiopae Acquires Field Solutions

Cassiopae tops our agenda this month with the September 29<sup>th</sup> announcement that the market-leading global asset finance software provider, has acquired 100% of the shares of Field Solutions. We are delighted with the opportunity that Cassiopae brings. Through Cassiopae we have strengthened our overall market position and brought together the considerable resources of Cassiopae with those of Field Solutions. Together our software and services help manage billions of Euros and millions of assets for 240 customers across 30 countries.

On completing the acquisition, Emmanuel Gillet, President of Cassiopae said, "Field Solutions is well respected among major banks, lessors, captives and introducers for its strong heritage in pricing solutions as well as its origination, proposal and contract management capabilities. Together we have broadened our front-to-back offering for regional, multinational, and global companies."

Alun Booth, Managing Director of Field Solutions, added, "With this acquisition our clients gain access to the industry expertise and resources that comes from Cassiopae's two decades in the business. We look forward now to introducing the most highly-configurable enterprise global lease and loan system to financial services companies in the UK and Ireland."

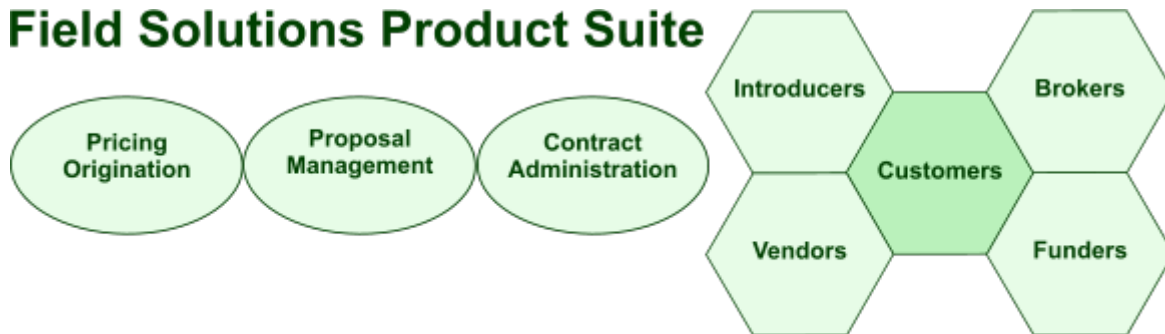
Cassiopae will enable Field Solutions to increase market reach within the UK's larger banking and funding institutions by offering a state-of-the-art web-based financing solution. The company's multi-lingual, multi-currency solution supports all types of commercial lending, leasing, and asset management. The software is presented with a configurable web-based user interface and leverages today's industry-standards.

### Management Team, Development and Support

Under the umbrella of Cassiopae, the Field Solutions management team continues to be led by Alun Booth (Managing Director), Nick Pattenden (Technical Director), Johnnie Halliday (Sales and Marketing Director) and John Allen (Development Director).

Following the opening of our new development and support centre at Loughborough (in December 2010) we are continuing to expand our resources to further develop the Field Solutions product suite. Now with a comprehensive and ongoing development programme in Loughborough, we are continuing to successfully meet customer aspirations for new features and product enhancements across the entire Field Solutions product suite.

## Field Solutions Product Suite



## Linking Customers, Introducers, Brokers, Vendors and Funders

### New Customers

The Cassiopae announcement comes on the back of a strong performance from our pricing tools and front-end systems products reflecting the continued dominant position that Field Solutions enjoys in this market sector. Encouragingly also, we have added eight new Finlex customers as we continue to strengthen our market position with SME funders. We see Finlex emerging as the Asset Finance platform of choice for smaller to medium lenders. We will continue to strengthen the product and its appeal in this market sector. With the addition of Cassiopae, we are in a position now to offer a comprehensive financing platform for major banks and financial institutions; "Field Solutions and Cassiopae proposal and contract management platforms complement each other, both designed for the markets they address." commented Emmanuel Gillet.

### New Proposal Manager for Finlex

Driving our success with SME funders has been the introduction of the new Proposal Manager for Finlex. The latest module allows funders to streamline their new business processing and provide greater flexibility through each step of the proposal cycle; helping to improve the visibility, control and efficiency over credit operations.

Proposal Manager introduces greater workflow capabilities to support new business data capture, underwriting, document production and payout processing. New business notes and documentation (in the credit process) are automatically available to users of Proposal Manager. In addition to Proposal Manager we have introduced an upgraded Reporting Services module. This provides graphical reporting with drill down facilities, with improved data accessibility and visibility. Also included is an ability to generate ad hoc reports for analysis of new business, portfolio performance and other key indicators.

### Leasing World Awards Dinner and Expo in September

Field Solutions helped raise over £2,000 for the Centrepoint charity at the first ever annual Leasing awards dinner. Our panel session the next day was attended by over 50 delegates from SME's to independent lessors and major banks with a strong view expressed that the current climate is encouraging the growth of SME finance providers.