

## LITEHAUS360™ Lease Management Software

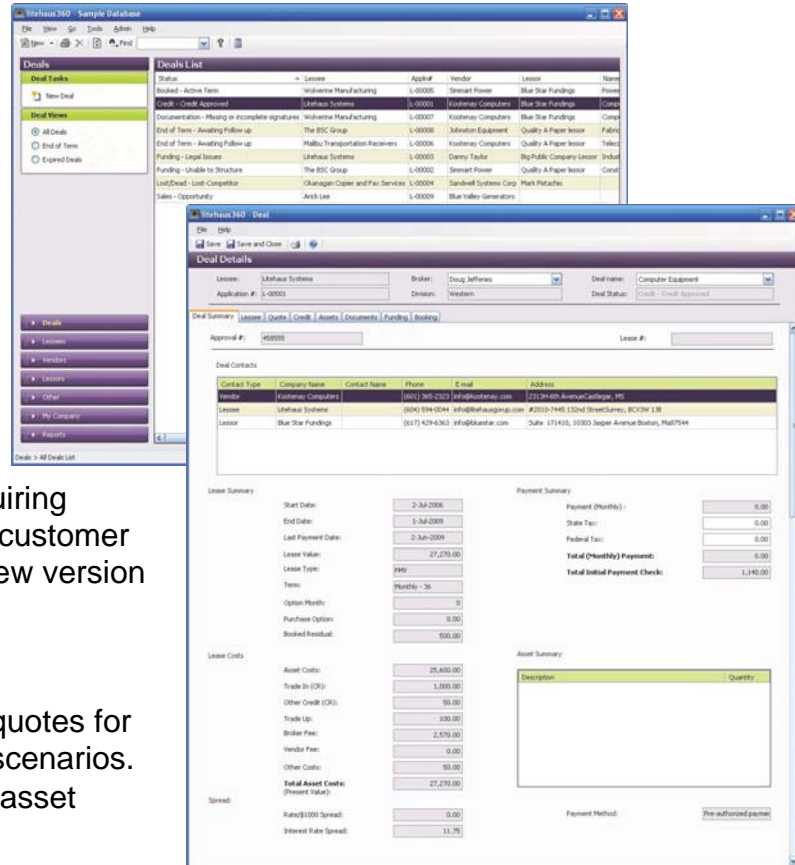
LITEHAUS360™ Lease Edition is a powerful front-end lease management solution for the small business lease professional. From prospecting to booking, users can create and manage the entire deal in one easy-to-use environment. This is a retail client-server software application requiring development, help desk customer support, and continual new version releases.

### Key Functions

- Prepare multiple quotes for multiple “what if” scenarios.
- Record and track asset details.
- Track end-of-term.
- Store contact information for Lessees, Lessors, Vendors and Funders.
- Link deals to your contacts and vice versa.
- Capture credit check results.
- Analyze deal funding and booking.
- Customize deal documents and reports.

### The Challenge

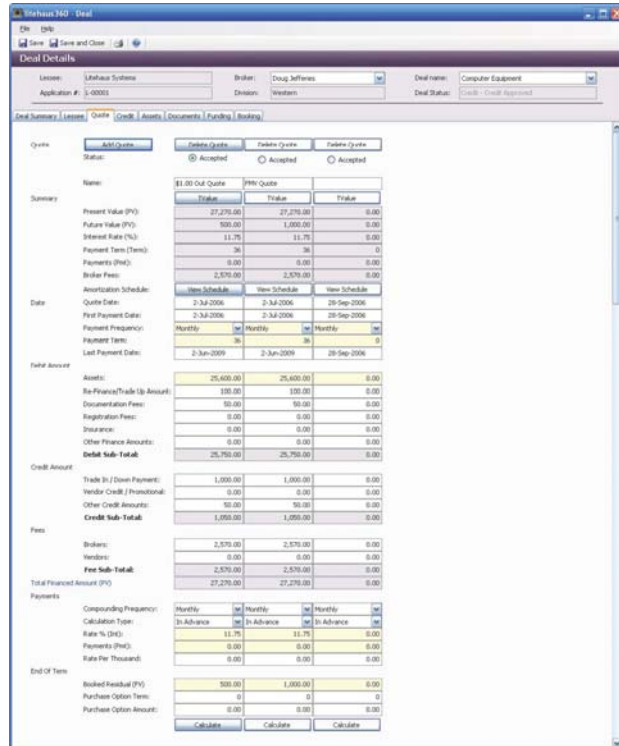
LITEHAUS Systems had developed several prototype products over the course of several years using in house and contract programmers. This allowed them to stay on track with their funding schedule, but not to achieve a solid release product. The principles of the company had a deep knowledge of the business process and leasing industry, but were relative novices at software development. As a result, their software development methodologies were scattered and ineffective, and they were finding that they were unable to achieve software development goals.



## The Solution

**SPOT SOLUTIONS** was brought in initially to conduct a code review and analysis of the software development process. Based on our recommendations, and given the very ambitious development schedule that was being driven by market considerations, LITEHAUS Systems brought in **SPOT SOLUTIONS** as the sole software development provider for all of their technical services.

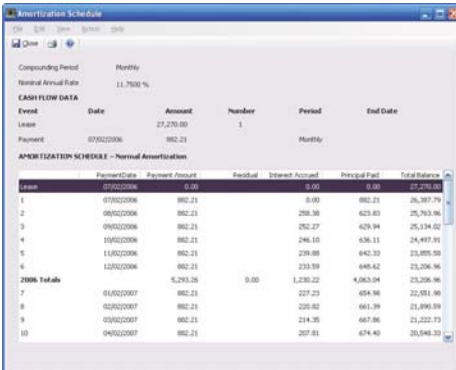
**SPOT SOLUTIONS** developed some very innovative functionality. Shown here is the quote screen that give users the ability to Create quotes on the fly – as many as they need. The user can compare to see which one suits his or her customer's needs the best.



The screenshot shows the 'Quote' screen in the Litehaus 360 software. It includes a 'Detail Details' section with fields for Lessee (Litehaus Systems), Broker (Doug Jeffries), Deal Name (Computer Equipment), Application # (1-0001), Division (Western), and Deal Status (Credit - Credit Approved). Below this is a 'Quote' section with 'Add Quote' and 'Delete Quote' buttons, and a 'Status' section with 'Accepted' and 'Rejected' options. The main area contains a 'Summary' table, a 'Date' section for selecting quote and first payment dates, and a 'Total Invoice' section with a table of assets and liabilities. At the bottom, there are 'Payments' and 'End Of Term' sections with various input fields and 'Calculate' buttons.

	11.00 Out Quote	11% Quote	11.75 Quote
Present Value (PV)	27,270.00	27,270.00	0.00
Future Value (FV)	0.00	1,000.00	0.00
Interest Rate (%)	11.75	11.75	0.00
Payment Term (Term)	36	36	0
Payments (PMT)	0.00	0.00	0.00
Broker Fees	2,570.00	2,570.00	0.00

	11.00 Out Quote	11% Quote	11.75 Quote
Assets	25,600.00	25,600.00	0.00
Res Finance/Trade Up Amount	100.00	100.00	0.00
Documentation Fees	50.00	50.00	0.00
Registration Fees	0.00	0.00	0.00
Insurance	0.00	0.00	0.00
Other Finance Amounts	0.00	0.00	0.00
<b>Debit Sub-Total</b>	<b>25,750.00</b>	<b>25,750.00</b>	<b>0.00</b>
Credit Amount			
Trade In / Down Payment	1,000.00	1,000.00	0.00
Vendor Credit / Promotional	0.00	0.00	0.00
Other Credit Amounts	10.00	50.00	0.00
<b>Credit Sub-Total</b>	<b>1,050.00</b>	<b>1,050.00</b>	<b>0.00</b>
Fees			
Brokers	2,570.00	2,570.00	0.00
Vendors	0.00	0.00	0.00
<b>Fee Sub-Total</b>	<b>2,570.00</b>	<b>2,570.00</b>	<b>0.00</b>
<b>Total Financial Amount (FV)</b>	<b>27,270.00</b>	<b>27,270.00</b>	<b>0.00</b>

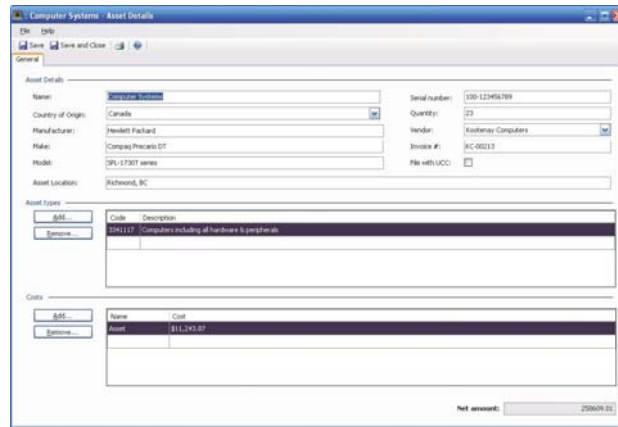
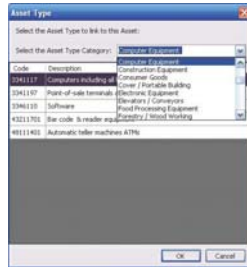


The screenshot shows the 'Amortization Schedule' window. It includes a 'CASH FLOW DATA' section and an 'AMORTIZATION SCHEDULE - Normal Amortization' table. The table has columns for Payment Date, Payment Amount, Residual, Interest Amount, Principal Paid, and Total Balance.

Year	Payment Date	Payment Amount	Residual	Interest Amount	Principal Paid	Total Balance
1	07/01/2006	892.21	0.00	892.21	26,377.79	
2	06/01/2006	892.21	259.38	632.83	25,745.96	
3	05/01/2006	892.21	252.27	640.94	25,105.02	
4	04/01/2006	892.21	246.10	646.11	24,458.91	
5	03/01/2006	892.21	239.88	649.33	23,809.58	
6	02/01/2006	892.21	233.59	650.62	23,158.96	
<b>2006 Totals</b>		<b>5,293.26</b>	<b>0.00</b>	<b>3,230.22</b>	<b>4,063.04</b>	<b>23,158.96</b>
7	01/01/2007	892.21	227.23	659.98	22,501.98	
8	02/01/2007	892.21	220.82	661.39	21,839.59	
9	03/01/2007	892.21	214.35	667.86	21,172.73	
10	04/01/2007	892.21	207.81	674.40	20,504.33	

The user can quickly generate amortization schedules and export them to PDF or Word to share with stakeholders.

The user can record and track assets details by SIC or NAICS code.



One of the particularly challenging tasks was the integration of the Litehaus360 application with the industry standard T-Value financial calculator tool. The DLLs for this tool were distributed with the Litehaus360 application and interface with it via a defined XML interface string.

The project was completed on time and on budget and the product is now being marketed to thousands of lease brokers across North America. It is currently in use in dozens of offices with more signing up every day.