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Sharpening our edge to give you more

de lage landen TM
partners in finance

De Lage Landen Financial Services, Inc.
1111 Old Eagle School Road
Wayne, PA 19087



Technology



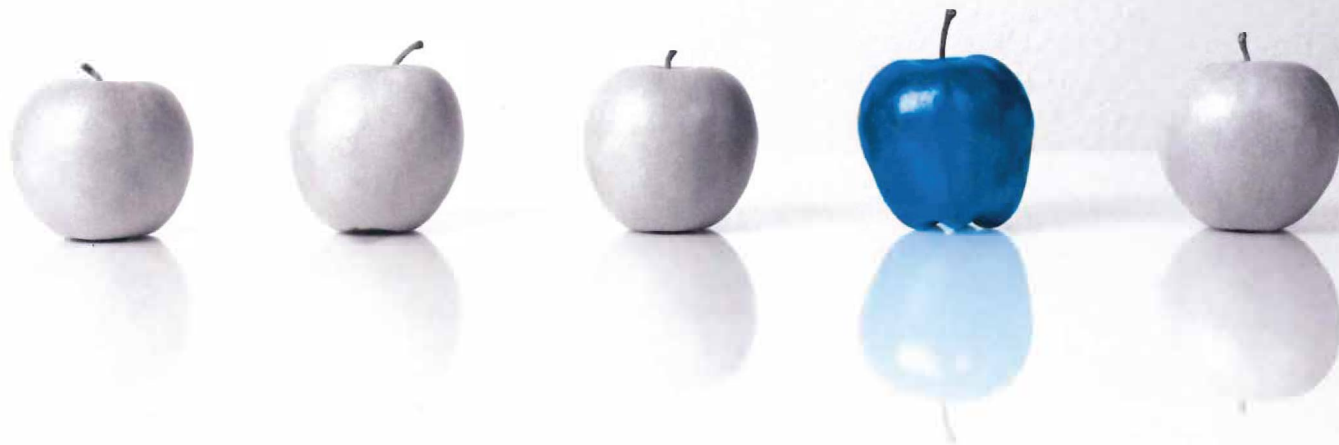
Support



Services

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Our story



For almost 40 years, De Lage Landen has been writing our company's story and effectively changing the equipment financing landscape along the way. Our partners have depended on us to develop and support the financial solutions that play a critical role in their success — and they still do.

Sharpening our edge to give you more...



technology

It's no secret that the evolution of technology is constantly gaining momentum; quantum leaps that once took a generation are now routine events. We recognize that leading-edge technology is a competitive differentiator and a strategic advantage for our partners. We know that by "sharpening our edge" and providing you, our valued partners, more it's only going to help you to continue to grow your business by increasing market share and enhancing profitability. That's why we've invested our technologies, resources, time and energy in a global strategic initiative focused on standardizing the core processes that support De Lage Landen's business around the world. A leading edge financial management system has been implemented to enable these changes that will streamline our business.

Unlike other financial management systems, this system will enable us to:

1. Better serve your partners by standardizing our core processes across the globe.
2. Truly globalize the way we do business with you.
3. Increase efficiencies.
4. Ease entry into new markets.
5. Provide seamless, one-stop shopping for you and your customers.
6. Enhance our reporting and analysis capabilities.
7. Improve time-to-market for new products and services.

Our primary goal is to support our partners wherever *you* choose to do business. As your operations grow, De Lage Landen has the capability to grow with you. We're committed to our partners and share the same set of priorities. As today's financial and technological environments continue to evolve, De Lage Landen will continue to respond with thoughtful, measured decisions that serve both the short- and long-term interests of our partners and prospects.



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dependability

De Lage Landen's ability to weather the ups and downs of market cycles is the direct result of our corporate philosophy — to build each client relationship with the expectation that it will evolve into a long-lasting, win-win partnership.

Our partnership model begins long before the first lease application is submitted. Support starts when your customers are still prospects, continues through the first sale all the way through to lease-end, when they trade-up to the next generation of equipment.

We look at the world through the eyes of our partners, who expect us to develop and support financial solutions that foster their own customer relationships. We take that responsibility seriously.



people

De Lage Landen's focus has been on a select group of industries in which we've built a wealth of product and market knowledge. Segmentation and specialization are the keys to our ability to design creative financing solutions to ever-changing, real-world business problems.

De Lage Landen's team of financing experts offers proven industry experience wrapped around high levels of service quality. Our members have grown with our business and have unparalleled experience in the leasing industry. What differentiates us from our competitors is what we know and why. Our familiarity with market trends, our ability to understand the challenges you and your customers face, along with an understanding of how your competitors go to market, provide you with the customized support you need to meet your individual sales, financing and strategic goals.



Sharpening our edge to give you more...



services

Unified by a single focus, our mission is precise; we make it easier for our partners to be successful by offering them innovative financing solutions. While we're expanding our offerings, we've not forgotten what has made us your financial services provider of choice — unique and effective value-adds.

De Lage Landen's leading edge e-commerce technology supports the entire lease cycle. From application submission to credit decision, add-ons, trade-ups and reporting, @oncefinance provides you what you're looking for — real-time transaction status and fast turnaround. And now with @oncefinance's new online Home Page, you have access to news, announcements and information to help you close more equipment deals and provide enhanced services in the same place you manage your account.



We've always been considered the leaders in making information transparent to our customers. Your customers see everything related to their leases on Lessee Direct. Lessees have 24-hour access to account information, from contract agreements to recent invoices, payment history and number of payments remaining. And now with our new global business system, LesseeDirect will be enhanced as well. Lessees can make payments online, contact De Lage Landen directly and view their meter usage history.



Service and Support

At De Lage Landen, we're serious about service and support because we're focused on long term client relationships, not "quick hits". You experience this starting with our Sales Representatives, to our Marketing and Training Department all the way through to Asset Management. Our teams are ready to support you. The more we understand what our partners are trying to achieve, the better we're able to help you meet your specific goals.

Our future together

The support you need from De Lage Landen reflects the marketplace challenges that shape our future.

As a premier provider of financing solutions, De Lage Landen has set its sights on implementing the most innovative, intuitive global financing system in the industry. With four decades of experience, De Lage Landen will continue to be exclusively dedicated to you and your marketplace. It's only natural that our priorities would be the same. De Lage Landen's new global business system rapidly will become an important part of our relationship over the next few months.

Ultimately, the advantages this new system offers will prove to be a competitive advantage for our partners, and for us. There may be some short-term hurdles to overcome and we'll strive to make them as seamless as possible for you and your customers.

At times we may ask for your patience as we convert to this exciting new system and our new global business processes.

At De Lage Landen, we're looking forward to the next 40 years and providing our partners with innovative financing programs that will help them make a difference in their highly competitive global marketplace.

We know that, along with our people, knowledge, experience, value-added services and with our new global business system, there are countless opportunities. We know the future is going to be exiting, as well as challenging, and we look forward to experiencing it with you.

