



## CLIENT STORY

# Streamlining global material handling WITH FIS ASSET FINANCE

Enhancing flexible financing with state-of-the-art technology

A European company operating in five regions worldwide produces trucks sold in Europe. This extensive portfolio includes a wide range of warehouse equipment and counterbalanced forklift trucks. The client manages a diverse and extensive operation, collaborating with customers across more than 20 countries. This necessitated a flexible asset financing system capable of delivering efficient, local services. The client sought to upgrade their existing ERP system. However, the ERP could not meet their specific leasing requirements, particularly a leasing curve calculator, prompting the client to search for a more robust external solution.

FIS Asset Finance (AF) was selected because it offered a single end to end global Retail and Wholesale finance platform for supporting end to end business of the Client. Asset Finance is a scalable and flexible solution capable of striking the right balance between standardization and simplification on the one hand and the local requirements such as language and accounting principles on the other hand. The multi-entity deployment with open APIs caters for a seamless and simplified user journey. Given the unified architecture of the platform, the underlying data becomes a rich source for analytics which helps clients

become proactive about cross-sell and upsell opportunities. Optimization of operational costs with automation and digitization of documents for faster turnaround, continuous tracking and monitoring. The no/low code solutions provide the firm with the flexibility to quickly enhance workflows and launch products to market with minimal IT dependency.

### Through the adoption of FIS Asset Finance, the client could:

- Streamline its leasing business operations.
- Harmonize and automate business processes
- Enhance customer service by offering a flexible and efficient local financing system.
- Extend the use of advanced asset finance solutions, addressing the specific needs of long-term rentals and other financial products.

FIS Asset Finance has proven to be a transformative solution, helping the client to maintain its leadership position in the global material handling market.



## Objective

Modernize and streamline leasing business operations.



## Solution

FIS Asset Finance



## Results

Increased efficiency and enhanced customer service.



## Impact:

Maintained global leadership in material handling.

## About FIS

FIS is a leading provider of technology solutions for financial institutions and businesses of all sizes and across any industry globally. We enable the movement of commerce by unlocking the financial technology that powers the world's economy. Our employees are dedicated to advancing the way the world pays, banks and invests through our trusted innovation, absolute performance and flexible architecture. We help our clients use technology in innovative ways to solve business-critical challenges and deliver superior experiences for their customers. Headquartered in Jacksonville, Florida, FIS ranks #241 on the 2021 Fortune 500 and is a member of Standard & Poor's 500® Index.

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