

# Phoenix Leasing Portfolio Services



Outsourced Portfolio and Leasing Services

# *Phoenix Leasing Portfolio Services*

## **Your Complete Back Office Outsourcing Solution**

PLPS provides efficient, comprehensive and cost-effective commercial lease and loan portfolio services from start to finish.

We utilize state-of-the-art technologies, highly experienced personnel and time-proven methods to service your portfolio.

# *Phoenix Leasing Portfolio Services*

## **Why Outsource?**

- Reduce and control operating costs
- Increase productivity
- Improve company focus
- Free up resources for other purposes
- Provide leading edge technology that would be cost prohibitive to install and upgrade in-house
- Ensure business disaster recovery

# *Phoenix Leasing Portfolio Services*

Choose any or all of our outsourcing services:

- Front End – Credit, documentation, equipment inspection, UCC's, funding
- Contract Receivables - Invoicing, remittance processing, tax services, management reports, customer care
- Collection Services – Delinquencies, restructures, defaults, judgments, repossession, bankruptcy
- Mid-Term Asset Protection – Verification of asset status prior to end of term or financial difficulty
- End of Term Solutions – Fair Market Value buyout or renewal negotiations and remarketing services

# PLPS Front End Services

## ➤ **Credit analysis**

Tailored to your underwriting criteria with analysis performed by seasoned credit professionals

## ➤ **Documentation**

Your documents or industry standard generic templates customized to meet your requirements

Contract negotiation

## ➤ **Uniform commercial code**

Web-based preparation, searches and filings through iLien Online

## ➤ **Collateral inspection**

On-site equipment verification and tagging performed nationwide

## ➤ **Funding**

Final document review, coordinating vendor payments and booking transaction details

# PLPS Contract Services

## ➤ **Invoicing**

Monthly lease or loan payments, sales tax, personal property tax, late fees, insurance coverage and special charges

Customized invoices itemized by location and/or schedule

## ➤ **Remittance processing**

Daily remittance posting and updating of customer accounts

Lock box and ACH services available

## ➤ **Account maintenance**

Daily aging reports, monthly account reviews and insurance tracking

## ➤ **Sales and property tax**

Collection and reporting in all U.S. jurisdictions

## ➤ **Customer care**

Prompt attention to client requests.

Credit references, audit confirmations, amortization schedules and document copies provided upon request

# PLPS Collection Services

- **Routine delinquencies**

Telephone calls, dunning notices and late charges

- **Severe delinquencies**

Telephone calls, outside attorney 'Quick Strike' letters, collateral inspections and tagging

- **Payment/contract restructures**

Financial statement, tax return and collateral FMV analysis  
Strategy, negotiation and documentation

# PLPS Collection Services

## ➤ **Defaults**

Financial statement and tax return analysis

Default strategy, negotiation and litigation management

Collateral repossession and remarketing

## ➤ **Judgment collection**

Attachment of bank accounts

Wage garnishment

Repossession of personal property, real estate liens and foreclosures

## ➤ **Bankruptcy**

Analysis and strategy, motions to object, claim negotiation, filing and monitoring

## ➤ **Assignment for Benefit of Creditors (ABC's)**

Analysis, strategy and negotiation

Work with credit management firms

# PLPS End of Term Solutions

## ➤ **Early buyout requests**

Contract analysis, financial analysis, buyout preparation, negotiation and documentation

## ➤ **Fair Market Value options**

FMV analysis, negotiation, documentation

## ➤ **Collateral remarketing**

FMV analysis; sale and re-lease of used equipment on a worldwide basis; collateral inspection and tagging; customer negotiations

Installation, de-installation and warehousing services

# PLPS Superior Service Benefits

- Over 30 years experience in funding and managing lease and loan portfolios
- More than 10 years experience in financial and IT outsourcing services
- Knowledgeable professionals trained in financial analysis, contract receivables, collections, remarketing and customer relations save you the expense of in-house employees
- Established and time-tested infrastructure that eliminates capital expenditures for equipment, software, upgrades and additional facilities
- Hosting solutions with scalability
- Freedom to concentrate on your company's core competencies

# How Do I Begin the Outsourcing Process?

**To learn more about our services and systems, please contact:**

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# About Us

Phoenix Leasing Portfolio Services is part of the Phoenix American family of companies. We have provided portfolio management, accounting, tax, investor and diversified financial services since 1972.

We have managed over \$6,100,000,000 and funded over \$2,000,000,000 of commercial leases and loans over the past 30 years. We have also provided comprehensive financial management for over 552,000 individual investor accounts and have managed 53 public limited partnerships.

# **Phoenix American Companies**

## **Other Business Services & Products**

- ❖ **ASTRAL Accounting and Information Technology Services**
- ❖ **Phoenix STAR System and Investor Administration Services**
- ❖ **Sales Force Automation and CRM (MARS) System**