



FieldSolutions



FieldNet

Product Overview

Field Solutions Limited

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FieldNet is a Proposal Management system providing electronic entry and routing of proposals to a chosen funder. It assists an introducer, vendor or direct sales person to create a proposal and to send it as an electronic package of information, including electronic copies of supporting documentation such as accounts and bank statements. Providing all the required information to the funder at the same time facilitates a faster response and a quicker turnaround to the customer. Also the ability to route proposals to alternative funders without re-keying any information greatly simplifies the process of obtaining a satisfactory quote.

For the introducer, vendor and direct sales person, FieldNet provides instant access to customer and supplier information thereby allowing a quicker and more accurate response to all parties, improving the chances of securing new business.

Functionality within FieldNet includes a quotation calculator, proposal log, contacts database and diary, with parameters for rates and commissions, documentation, letter templates and business rules.

Extensive management reporting is provided within FieldNet: business by funder, conversion rates, commissions and margins. With the level of automation readily available within FieldNet and the ability quickly to access accurate information, introducers and vendors can improve conversion rates and reduce levels of telephone or email traffic.

FieldNet can be provided as an in-house solution, although a popular choice is to take advantage of Field Solutions' managed application or hosting service. This removes the need for dedicated IT resources and ensures that the system is professionally maintained in a secure environment.

Quotation Calculator

- Actuarial daily (365-day or 360-day) or periodic calculation.
- Hire Purchase, Finance Lease, Operating Lease, Loans.
- Solve for Cost, Subsidy, Deposit, Balloon, Commission, Payment amount, Agreement term or Interest rate from Margin, Nominal Yield, APR, Flat Rate, NPV of Profit or Rate per £000.
- Input almost any payment profile including full cash-flow modelling, seasonal profiles etc.
- Deferral of VAT payment on Hire Purchase agreements.
- Includes Fees (Documentation and Option to Purchase fee) in the APR calculation.
- Includes balloons, residual values and third party guarantees.
- Retention of capital cost / stage payment modelling.
- Selection of product availability by funder and comparison of financial returns.
- Automatic calculation of commission receivable from lenders and management of commission payable to agents.

Control and Security

- Different views may be specified for different users and team structures.
- Standing data (calculation settings, funding rates etc) may be hidden from users.
- Report templates can be protected, preventing accidental or deliberate alteration of customer documents and proposal forms.

Equipment Selection

- Allows specification of the equipment and supplier details and can be linked to external data sources if required, such as CAP.
- Equipment detail relevant to industry sector.
- FieldNet also allows for multi-asset transactions.

Contact Database

- FieldNet is always under the user's control, maintaining data in a secure but easily accessible way. The Contact database provides a complete record of customer data and transaction history which is immediately available as required. All the data required to submit a proposal, once captured, can be recalled and used at any time. Details of suppliers and other parties to a transaction can also be maintained.
- The database can reside on the introducer's or vendor's own system, or on a hosted secure server provided by Field Solutions.

Proposal Log

- Proposals are stored and retrieved by date, reference, customer, status, funder, decision or many other data values. Proposals can be further segmented by user or team.
- Colour coding of proposal status allows the user to see immediately the stage each proposal has reached in the completion process.
- A drill down function allows the user to view details of a proposal, its history; date first submitted, date the credit decision was made and so on.

Management Information

- FieldNet provides the user with simple tools to extract data into management reports; vital for periodic review meetings with funders and suppliers, including:
 - What business was submitted to which funder.
 - Conversion rate for the business written.
 - Commission earnings.
 - Margins.

Contract and Letter Templates

- FieldNet produces a generic documentation completion guide to support the filling in of funders' documents.
- FieldNet can be provided with an option to populate and print standard quotation, letter and customer contract templates.

Diary functionality

- Users have the ability to create diary events for both themselves and other team members against both proposals and contacts.

Attachments

- Attachments can be added to proposals and a complete package sent to a funder. These might include scanned accounts, guarantee forms, invoices or documents to support the proposal.

Remote/centralised operation

- FieldNet can be run as a locally installed application where the database holding proposal and contact data is installed on the user's local PC.
- For larger organisations the database is usually centralised, and either held on the company's own servers or on Field Solutions' secure hosting server.
- For clients who wish to have both a central database and access to local data when remote from an internet or network connection, the FieldNet Remote module allows for periodic synchronisation of the user's data with the central database, providing full remote functionality.

Messages

- Messages can be sent to other users and from funders or Field Solutions to users of FieldNet.

Teams

- Users can be grouped into teams and members of the team can view and work upon other team users' data. This provides both cover and visibility for proposal management and is extensively used in larger operations.

For more information contact Field Solutions:

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