

A stylized illustration of several buildings in shades of blue and grey, positioned on the left side of the slide.

# LeaseConnect

**Integrate your Leasing Front and  
Back Office!**

**Lease** integrations to **Oracle Sales Cloud**

# Real Estate & Equipment Leasing

## LeaseConnect Equipment Leasing

- Accelerator provides a streamlined integration of its front-office sales applications with back-office applications including Lease Contracts, Service Contracts, Rebates, Vouchers and Coupons, Direct Sale, Installation project e.g Xerox leasing printers, Cisco Finance, Caterpillar leasing machinery, Pitney Bowes leasing equipments

## LeaseConnect Real Estate Leasing

- Leasing Accelerator connects front-office CRM solutions with back office property management applications for real estate leasing companies e.g. American Tower leasing tower space, Wendy leasing restaurant, Storage Space leasing lockers



# Lease Connect: Equipment

## LEASE CONNECT INTEGRATES ORACLE SALES CLOUD



Oracle Lease And  
Finance  
Management  
(OLFM) For  
Lease Contracts



Oracle Lease And  
Finance  
Management  
(OLFM) For  
Lease Renewals



Oracle Service  
Contract For  
Service Contracts



Oracle Trade  
Management For  
Rebates,  
Vouchers



Oracle Order  
Management For  
Direct Sales  
Orders



Oracle Projects  
For Service  
Order For  
Tracking Cost  
And Service  
Billing

# Sales Cloud ↔ LeaseConnect ↔ Oracle lease



## Quoting Process:

Sales Cloud ← OLFM : Lease  
Payment Schedules

Sales Cloud ← OLFM : Install Base

Sales Cloud ← OLFM : lease  
Renewal Quote



## Order Process:

Sales Cloud → OLFM : New Lease  
Contract

Sales Cloud → OLFM : Renewal  
Lease Contracts



## Lease Connect Equipment

Accelerators provides this two-way  
tight integration with Sales Cloud  
and OLFM/ Lease applications

# Use case : Printer Business



## Front-office/CRM Complex Order

Lease of 50 New Printers  
Direct Sale of 30 Printers  
Re-Lease of existing 20 Printers  
Service contract across all 100 printers  
Rebate/Voucher that can be used after use of 1M pages  
Custom services project of \$10000



## LeaseConnect

FO→BO: Create & Update of complex order in BO  
FO← BO: Install base Sync  
FO ←BO: Inventory Master Sync  
FO←BO : Interest Rates Feed  
FO ←BO: Lease Payment Schedules Feed



## Back-office Order Orchestration

Sync Lease Contract in Oracle Lease  
Sync Service Contract in Oracle SC  
Sync Voucher/Rebate in Oracle Trade Mgt  
Sync Direct sales order in OM for fulfillment  
Sync Custom service in Oracle Projects to track cost, billing.

# Sales cloud ↔ LeaseConnect ↔ Property manager



## Quoting Process:

Sales Cloud ← Property: Vacancies

Sales Cloud ← Property: Expiring Leases

Sales Cloud ← Property: Payment Schedules



## Order Process:

Sales Cloud → Property : New Lease Contract

Sales Cloud → Property : Renewal Lease Contracts

**LeaseConnect Real Estate Accelerators** provides this two-way tight integration with Sales Cloud and Property Management applications

# Use case : cellular tower space



## Front-office Lease

Lease of 10 Tower space  
Lease Renewal of 5 Tower space  
Service Contract of 15  
Installation of Antennas on Towers



## LeaseConnect Real Estate

FO → BO: Sync Tenant Leases  
FO ← BO: Vacant Tower Space  
FO ← BO: Expiring Leases for  
Renewal  
FO ← BO: Lease Payment  
Schedules Feed



## Back-office Real Estate Leasing System

Sync Lease Contract in Oracle  
Property Manager  
Sync Installation Projects in Oracle  
Projects  
Sync Service Contract in SC

# LeaseConnect



*LeaseConnect Accelerators connects:*



Oracle Sales Cloud with Oracle Lease & Finance Mgt-OFLM



Oracle Sales Cloud with Oracle Trade Mgt



Oracle Sales Cloud with Oracle Order Mgt



Oracle Sales Cloud with Oracle Service Contracts



Oracle Sales Cloud with Oracle Projects



Oracle Sales Cloud with Oracle Property Manager





# Thank You



Visit:

[www.fusionobjects.com](http://www.fusionobjects.com)

Email us:

[cloud@fusionobjects.com](mailto:cloud@fusionobjects.com)