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How to Cut **Lease Costs** with Optimization



Today's speakers



Marc Betesh

Executive Chairman &
Founder, **Visual Lease**
CEO & Founder,
KBA Lease Services



Jason Aster

Managing Director,
Growth
KBA Lease Services



Joe Fitzgerald

SVP, Lease Market
Strategy, **Visual Lease**



Today's agenda

- ✓ The cost-saving opportunity that lies within your leases
- ✓ The impact of proper lease management (reduced risk & costs)
- ✓ How to improve visibility into your leases

Leases are among
one of the **largest**
business costs
within your budget.

Do you have proper protocols to manage them?

Leases are undermanaged.



Most organizations have **robust financial controls** to monitor people-related expenses (salaries, benefits, T&E, etc.)



The same can't always be said for **lease portfolio-related expenses**




Why is this important?

Leases are complex **material** legal contracts that directly impact your **business operations** and **valuation**.

Undermanaged leases expose you to significant **risks** and uncontrolled **costs**.

Polling Q #1

How do you manage your lease portfolio? Select all that apply.

- Lease administration and/or accounting software
 - Spreadsheets
 - Outsourced lease management services
- 

What is lease management?





Lease management is necessary

Report Builder

Available Fields

Selected Fields

Favorite Reports

Name	Author	Date

VL VISUAL LEASE

New Ad Hoc Report

Report Viewer

Record ID	Location	Building Type

SAVE GENERATE SEND

Lease management creates a **sustainable process** to **effectively maintain** your leases – and keep track of lease terms and costs.

2 Elements to lease management



**Centralization
and organization of
lease data**




**Continuous
evaluation of your
lease portfolio**




Polling Q #2

Do you have a formal lease vs. buy process for acquiring equipment?

- Yes
 - No
 - Not sure
- 

Polling Q #3

Who is responsible for managing end-of-lease terms for your equipment leases?

- Same group that handles lease vs. buy
 - Lease/fleet administration team
 - Outsourced to third party
 - Other
- 

Core benefits of lease management

Reduces business expenses and risk



Lease management provides control over:

- Budgets and financial covenants
- Operating expenses
- Holdover and subleases
- Lease options, modifications, amendments and terminations

Reduces business expenses and risk



Lease management enables you to support:

- Financial audits
- Financial projects
- Contract term management
- Space utilization management
- Timely, accurate legal review



Polling Q #4

Which of these business risks are you most concerned about?

- Inadequate controls around lease expenses and budgets
- Lack of visibility into lease terms
- Missing options and other opportunities to modify, amend and/or terminate leases
- Difficulty in preparing for financial audits
- Other



How?



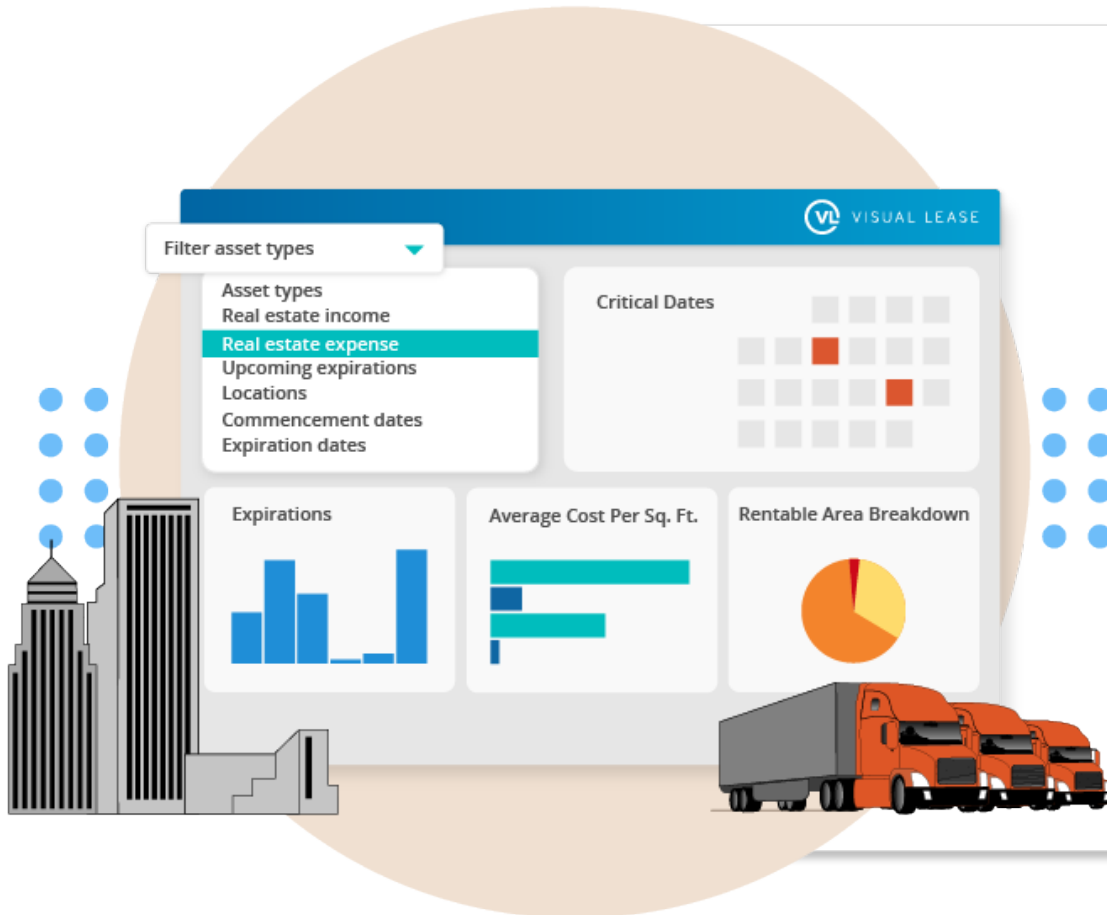
Create a single source of truth using a robust lease management system



Engage a third-party partner for guidance and optimal savings

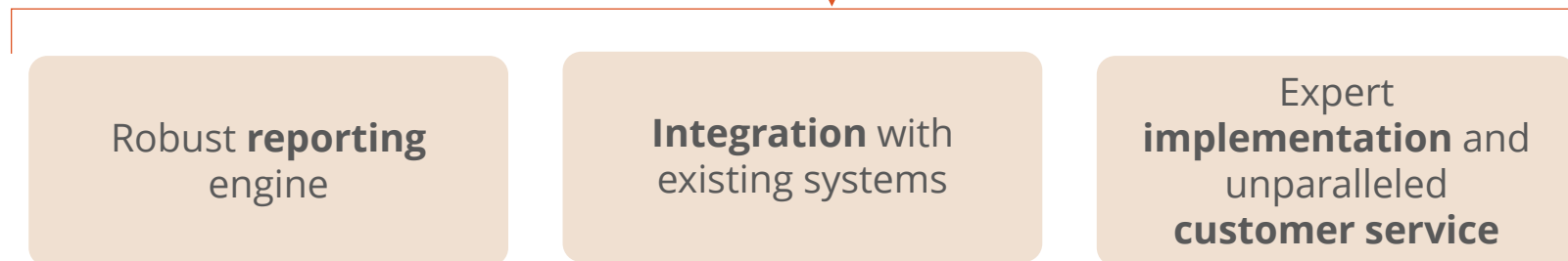
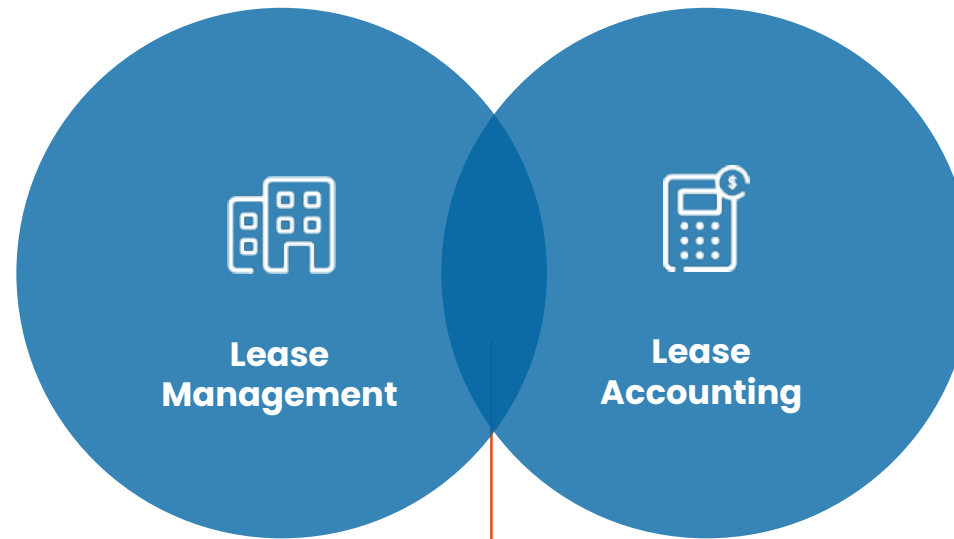


Benefits of a single source of truth



Reliable, consistent lease information **reduces errors**, **increases efficiencies** and helps establish **cross-functional collaboration**.

What is a complete lease solution?



Questions?

Check out at www.visuallease.com



Marc Betesh

mbetesh@visuallease.com



Jason Aster

jaster@kbalease.com



Joe Fitzgerald

jfitzgerald@visuallease.com