



Educate/Engage Stakeholders		Evaluate Existing Lease Tools	Tool Requirements & Selection
<p><u>Internal</u></p> <ul style="list-style-type: none"> • Finance • Accounting • Tax • IT • PMO • Legal • Procurement • Internal Audit • Risk Management • Business Unit(s) 	<p><u>External</u></p> <ul style="list-style-type: none"> • Leasing Companies • Financial Institutions 	<ul style="list-style-type: none"> • Nothing • Excel • Lease Database • Contract Database • Legal Database • Lease Software • ERP • 3rd Party Outsourcing 	<ul style="list-style-type: none"> • Inventory/Attributes • Asset Classes • Scanning/OCR • Trial Balance • Reconciliation • Contract Management • Automated Workflow • Tickler • Controls • PP&E System Integration • ERP Integration • Reporting • Audit Trail
Inventory Existing Leases		Evaluate Business Opportunities	Questions / More Information?
<ul style="list-style-type: none"> • Real Estate • Vehicles • Equipment • Information Technology • Legal Documents • Embedded Leases • Attributes (e.g., term, escalators, etc.) 		<ul style="list-style-type: none"> • Unutilized Escalation/De-escalation • Lease vs. Buy • Asset Reconciliation • Unfavorable Lease Terms • Lease Aggregation • Tax Analysis • Lease Process Improvement • Transfer Pricing • Bank Covenant Planning • Sale/Leaseback Opportunities 	<ul style="list-style-type: none"> • Jim Wadella james.wadella@corecatalysts.com (913)752-9406 • Greg Wallman greg.wallman@corecatalysts.com (913)752-9401