

# Company Backgrounder

## Press Contact

Mitchell "Mitch" Kaufman  
500 Route 17 South, Hasbrouck Heights, NJ 07604  
(888) 437-1183, extension 201  
mitch@ifsleaseworks.com

## About Integrated Financial Solutions (IFS)

Integrated Financial Solutions was formed in 1996 to create a comprehensive suite of financial services to support in-house, captive, and vendor lessors. IFS developed IFSLeaseWorks, a robust single-system solution for leasing and lending. IFS complements this powerful software with portfolio servicing, consulting, data center operations, and custom software development. The IFSLeaseWorks system and related services give lessors "the power to grow."

IFSLeaseWorks lets lessors and their vendors conveniently use a web site to approve and manage a lease transaction. Because IFS offers the most comprehensive vendor support in the industry, lessors take full control over their portfolios. Lessors now take control at the asset, schedule, contract, and vendor levels. IFSLeaseWorks lets users easily manage the workflow of the leasing or lending lifecycle. From online application entry to credit scoring, from document imaging to lease administration. Other built-in modules include documentation management, plus complete fax and e-mail capabilities for efficient customer service.

Developed using the latest technologies, IFSLeaseWorks is designed for high-volume capability, process efficiency, and flexibility. The system has managed portfolios in excess of 350,000 assets, and in excess of 200 concurrent users. IFSLeaseWorks is available by license, or by using IFS as an application service provider (ASP) for smaller portfolios or runoff portfolios.

Worldwide giants in banking, financial services, and leasing rely on IFSLeaseWorks. Clients include American Express, Commerce Bancorp, Deutsche Financial Services, Golden Eagle Leasing (A Hypercom company), Integrated Leasing, Irwin Financial, and Orion First Financial.

IFS is a privately-held company that has operated profitably and without debt since its inception. This gives IFS the flexibility to focus on superior client support. The absence of debt gives IFS the strength to continue enhancing IFSLeaseWorks and developing new products.

## Company Officers

**Mitchell J. Kaufman**, President, has been in the leasing industry since 1991. Mitch has managed the development and maintenance of leasing front-end systems, credit scoring systems, and lease administration systems. Mitch has experience using the latest technologies to provide a competitive advantage for high-volume leasing organizations.

**Thomas O. McMillen**, CPA, Vice President, has been in the financial industry since 1989. Prior to joining IFS, Tom was CIO for a \$12 billion commercial finance company. Tom has experience consulting on financial services accounting, operations, pricing, and technology management. Tom also has experience managing the due-diligence process for mergers and acquisitions.