



AGENDA

Learning Objectives

 $O1 \quad | \quad \begin{array}{c} \text{Summarize practical insights from public and} \\ \text{early adoption projects} \end{array}$

02 List tips on how to approach the project and evaluating software

O3 Apply advisory and Al-powered technology to achieve and maintain compliance

O4 Key Takeaways

Presenters for Today



Michael Murray-Hobbs

Senior Solutions Director





Tom Brunton

Partner



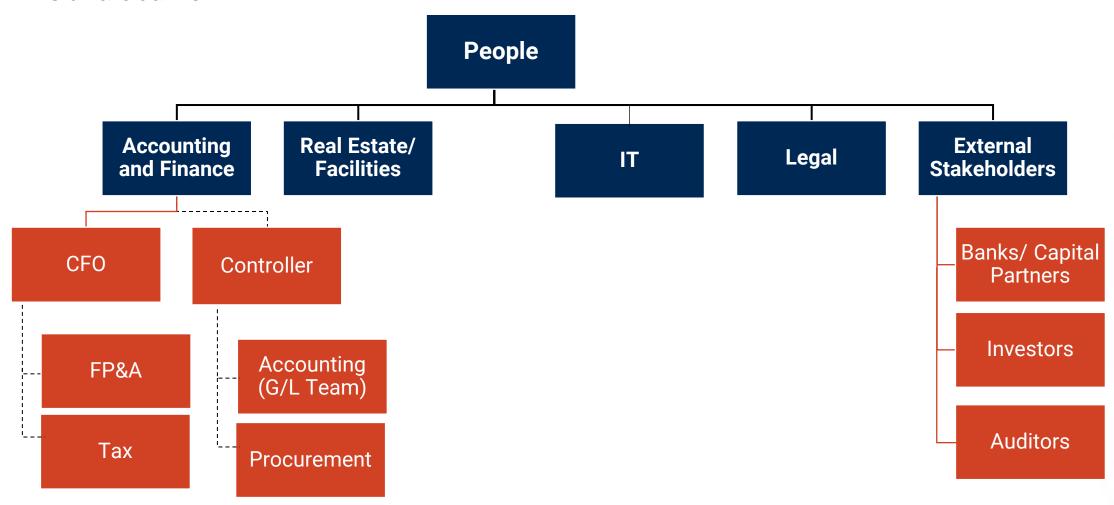


Grant Lam

Partner



Structure



Tech Stack Assessment

01	ERP	 For simple lease portfolios Usually low ongoing cost with existing agreement High initial cost/configuration Long Implementations typically (6+ months)
02	Legacy Lease Technology	 Lease Administration Heavy High Time/Cost for Governance/Audit Slow to enhance/improve user experience 4+ month implementation
03	New Tech built "w/in" ERP stack	 Low success rate in implementation Often integration is not seamless Hgh Implementation and Ongoing Costs Long Implementations typically (6+ months)
04	Wave Point & Bridge Solutions	 Large range of costs Lack of end-user support and software experience High probability of being acquired or retired 3+ month minimum implementation
05	Innovative Platforms	 New Tech features such as Artificial Intelligence Low Onboarding Costs and Affordable Subscription Implementation often in weeks not months





Any Questions?
Thank You

Contact Us: experts@armaninollp.com



Tom Brunton, *Partner - Armanino*Tom.Brunton@armaninollp.com



Grant Lam, *Partner - Armanino*Grant.Lam@armaninollp.com



Michael Murry-Hobbs, *Sr. Sol. Director - Trullion*Hobbs@trullion.com