



Banqsoft news

special edition: user conference 9–10 October 2008

News and pleasure at this year's user conference!

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The Banqsoft user conference was this year held between 9–10 October. The number of participants reached a record high number with attendees from all Nordic countries. At the conference Banqsoft presented news in general as well as product releases. During the conference the Nordic user groups also got time to meet and discuss common issues.

The conference took place at the Aronsborg conference center outside Stockholm. Participants from the Nordic countries took part, and it was a great pleasure for us to see that the conference grows. Banqsoft is happy to see a good mix of both long time and new customers of Banqsoft. The user conference is an opportunity for us to meet our customers in a more informal way, and also a possibility for them to come together and exchange their experiences.

The conference started with our CEO, Stefan Niemi, presenting what is new at Banqsoft and our plans for the near future. Banqsoft is growing and will during 2009 get established in the Eastern European market through a new office in Poland. Banqsoft already has partners in other parts of Europe and through this investment we will now be able to operate in a larger market place. The establishment also includes new competences and Banqsoft will by the end of the year 2008 reach 82 employees.



There were a lot of happy faces during the conference's first day, when new products were released and new functionality presented.

During a number of lectures Banqsoft released new products and presented new functionality which was highly appreciated by the attendants. The day was rounded off with a dinner activity where the participants were split into a number of teams being challenged to make their own food under the guidance of three professional chefs. This created a lot of laughter and good teamwork. Of course it all ended with a superb dinner enjoyed by everybody.

During the last day of the user conference the different user groups sat down to have their own local meetings and the day was wrapped up with a joint lunch. For Banqsoft these were two interesting days where we also took the opportunity to get the views and comments of our customers to think about before the next conference.

New products and functional enhancements

Banqsoft released two new products and a major functionality improvement that all will be production ready in the first half of 2009. The new product enhancements add factoring functionality to the products covered by View21 and allow cost effective administration of fleet portfolios. In addition, the area of equipment financing has been substantially improved.

Factoring

The expected reduced growth and supply of liquidity in the European economy will make Factoring an alternative for short term finance of growth or other liquidity needs. It will also give a better control of risk than alternative unsecured credits.

Banqsoft has therefore decided to develop a factoring solution as an integrated module in our View21 product family. The design goals are the following:

- *High quality service for Creditor through:*
 - Simple administrative flow
 - Easy and flexible access to funding
 - Quick and updated overview
 - Ability to tailor debtor communication
- *Low cost for Factor:*
 - Use existing infrastructure
 - Marginal additional back office
 - Automatic transactions flows > high potential volume
 - Automatic Subscription or Pull reporting from the web
 - Focus on agreement/product sales
 - Reduce risk by limits and dispute handling
- *Flexible pricing to Debtor:*
 - Variants of fees, cuts and interest charges

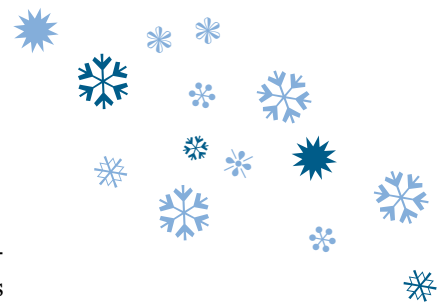
Fleet management

Support of fleet operations with flexibility and minimization of back-office costs are the key design criteria behind the Banqsoft's new fleet module.

This is achieved through workflow based registration and maintenance of fleet contracts combined with a high level of self service functionality offered to the fleet managers.

A fleet manager may retrieve or subscribe to reports, order vehicles and perform administrative tasks on his own portfolio. Back-office functions include card issuing and management with automatic calculation and reconciliation of all costs. Risk reduction is achieved through behavioral control with deviation monitoring and issuing of risk reports and driver online information.

Banqsoft's fleet management module gives the financial services institutions a powerful tool to help increase the service level offered and substantially reduce the costs due to enhanced business processes, resulting in higher volumes and improved profit margins.



Equipment financing

In order to address the growing demand for cost effective processes for different types of equipment financing products, Banqsoft decided already in 2007 to develop a functionality covering a wide range of different assets in equipment financing.

During first half of 2009 the View21 product family will cover a big part of the requirement. The major areas of the functionality are:

- Efficient handling of additional services (i.e. insurance, service and user fees) facilitating index adjustment of expenses, budgeting of fees, periodic updates and third party settlements.
- Support of "pay-per-use" contracts.
- Dynamic and smooth insertion and exchange of single objects during contract lifecycle.
- Possibility to offer different financial terms on multiple objects within the same agreement.
- Major finance product areas covered are IT, vending machines, catering, office and household equipment or any other area requiring multiple object handling.



Pictures from this year's user conference



Conference participants gathered in the foyer before the first day's lectures.



CEO Stefan Niemi (left) and VP Sales & Marketing Magnus Åhlén opened the conference.



Per Älvemark (left), Johan Nyqvist and Patrik Lindblom from Volkswagen Finans, taking a break between two lectures.



Eija Norrmen (left) and Ulla Kalmanletho from Aktia Företagsfinans, had traveled from Finland to participate in the user conference.



Eric Sederholm (left) and Johan Lundholm from Lantmännen Finans, found the user conference quite interesting.

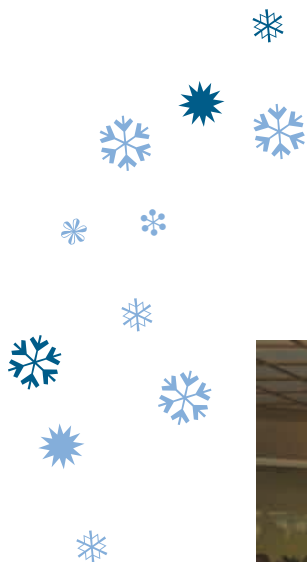
The evening began with ❄️ mingle in the bar! ❄️



From Norway came Monica Andersen, SpareBank 1 SMN Finans.



Pleasant conversation in the bar! From left, Jens Christian Virgulf, Ulf Hagen and Torhild Nestande from Banqsoft talking with Øystein Skar, SpareBank 1 Finans Nord-Norge, Ronny Breivik and Lena Persson from Møller Bilfinans.



Rolf Nidén (left), Lena Bennerdt and Terje Kjøs from Santander liked the idea of user conferences, as an interesting way to bring together companies in the financial industry.



Cheerful Ladies in the bar: Anna Carlsson and Kari H. Banqsoft had a good time



Gentlemen in conversation, from left Jonas Eriksson, Scania Finans, Dan Lillieström and Klas Järgenstedt from VFS Nordic and Hans Melin from VFS International.



Antti Ollila and Janro Kirjavainen from Toyota Finance in Finland found that the conference had many interesting spots.



Anna Mattson-Hed from Banqsoft (left), Paug from Payex Finance and Lisa Hüge from together.



Ulrik Persson from Volkswagen Finans, saw many advantages of a user conference.



The evening meal was



Mikael Folke from BMV Financial Service shows Borje Sannemalm from Bangsoft how to prepare the meal. To the left team mate Eija Norrmen from Aktia Företagsfinans.



Can you do that? Aud Karin Indrebö from Terra Finans manage the difficult task while Lena Wassberg, Volkswagen Finans, and Eric Sederholm, Lantmännen Finans, are watching closely.



Jonas Eriksson from Scania Finans and Randi Mørch from Eiendomskredit are discussing the arrangement.



Jari Taxell from Pohjola Bank in Finland, is concentrating on the task.



"Give me five! We are a winning team!" From left: Lotta Dahrne, Bangsoft, Ulla Kalmanletho, Aktia Företagsfinans, Anna Carlsson, Payex Finance, Marianne Fjeldhus, Bangsoft, Lars Forsberg, Volkswagen Finans and Ole A. Andersen from GE Money Bilfinans.



cooked by talented culinary teams!



Christel Cron from Volkswagen Finans (left), Lena Persson from Møller Finans and Martin Fors from Banqsoft got a quick glimpse into the art of cooking from one of the chefs.



With a firm hold of the potato pot: Johan Lyngvaer from Eiendoms Kredit. In the background Ivar Jørgensen from Banqsoft is doing the dishes.



Patrik Lindblom from Volkswagen Finans is preparing the starters along with Kjersti Zeiffert from Eiendoms Kredit.



Finally we can eat! Øystein Skar from SpareBank 1 Finans Nord-Norge together with Randi Mørch from Eiendoms Kredit.



And finally, the evenings surprise - dessert!





View21 user group

Banqsoft's User Conference is an event that Banqsoft arrange every year in one of the Nordic countries. This year it took place at the Aronsborg Conference Center outside Stockholm. At the User Conference the user groups meet to discuss common issues and get the latest news from Banqsoft. It is also an opportunity for new customers to meet other users and exchange experiences.

Banqsoft has local and active user groups that communicate on a regular basis and meet three or four times a year.

The local user group managers are:

Finland: Ulla Kalmanlehto, Aktia Företagsfinans AB
Mail to: Ulla.Kalmanlehto@aktia.fi

Norway: Ronny Breivik, Møller Bilfinans AS
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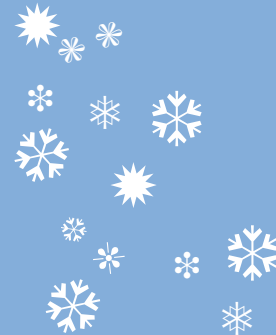
Sweden: Dan Lillieström, VFS Nordic AB
Mail to: dan.lilliestrom@vfsco.com

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As a result of a company decision Banqsoft will not send any Christmas cards or gifts this year. Instead we have decided to send the money we usually spend on Christmas activities to SOS Children's Villages.

We take this opportunity to thank you for this year and wish you a Merry Christmas and Happy New Year 2009.



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