

# The Advantage

SuperTRUMP... Bringing You the Advantage in the Leasing Industry.



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## EXTRA! EXTRA!

**NEW!**  
**SuperTRUMP  
Certification  
and Training  
Seminar**

(Please refer to the article on page 3 and ad on the back page for more details)

## FEATURE ARTICLES

- *Exporting SuperTRUMP to MS Word®*
- *Answers to frequently asked user questions*
- *Pricing an EBO using the residual premium method*



## Exporting to Microsoft® Word

The upcoming version of SuperTRUMP, scheduled for release on May 1st, 2000, provides the ability to export SuperTRUMP reports and data directly into Micro-

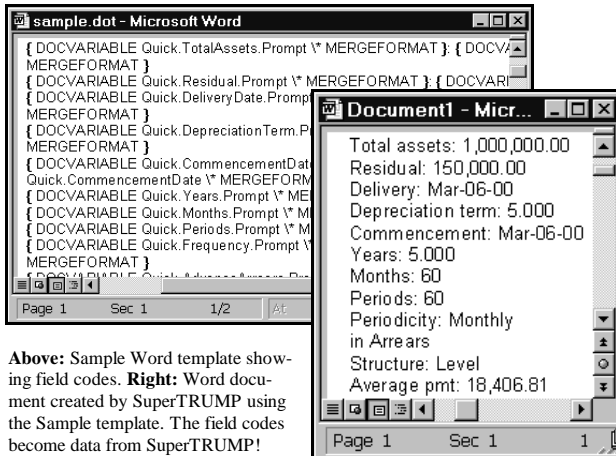
soft® Word documents. We expect this to be a great benefit to our users, simplifying the lease documentation process and (along with SuperTRUMP's Report Edi-

tor) giving users an almost unlimited ability to create custom forms and reports. Once you start using the export feature, you won't want to be without it.

In order to export data you will first create a Word template that contains references to SuperTRUMP data. Once a template is created, exporting to a Word document is as simple as printing a report. You can create as many Word templates as you need.

For example, you can create a Word template that will be a proposal letter. Once you have the template, you can print a complete proposal

Continued Page 2



Above: Sample Word template showing field codes. Right: Word document created by SuperTRUMP using the Sample template. The field codes become data from SuperTRUMP!

## Do we know what you're thinking?

Let's see if Ivory can read your mind, or if you need to tell us what you're thinking...

- ◆ Pick a whole number between 1 and 10.
- ◆ Multiply by 9.
- ◆ Add the digits in the product (e.g., if you have 48 so far, add 4 and 8 to get 12).
- ◆ Subtract 5.
- ◆ Find the letter that corresponds to your number, (A=1, B=2, Z=26, etc.).
- ◆ Pick a country that starts with that letter.
- ◆ Choose an animal that starts with the last letter in that country's name.

Check on Page 2 of this newsletter to see if Ivory can read your mind.

## Letter from the Editor

Welcome to the first issue of Ivory Consulting Corporation's leasing newsletter, *The Advantage!*

As the newest addition to Ivory, and having experience in fields completely unrelated to leasing software, it is only fitting that I be handed the daunting task of keeping all of you abreast of updated SuperTRUMP information as well as current trends in the leasing industry.

Fortunately, the staff here at Ivory Consulting, being the exceptionally brilliant and magnanimous group that they are, have generously donated their time, input and seemingly unlimited pa-

tience in supplying me with informative articles, witty commentaries and crucially important data with which to enlighten you.

It is our continued goal to bring you the latest and greatest financial modeling tools with future upgrades of SuperTRUMP, and in so doing, provide you with the ultimate advantage in the leasing industry. It is to that end, and with the hopes of encouraging your feedback, comments (only positive, of course), and suggestions that we are creating this forum.

We look forward to hearing from you!

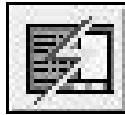
Lisa M. Lohrey

# Basic Tech Tips

## Answers to Frequently Asked Questions

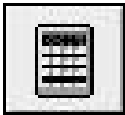
**Q: My Quick screen vanished! Help!**

**A:** Push the Quick Screen button, the fourth button from the right on the Toolbar:



**Q: I want to see effective yields without having to print out a "Summary Report." What do I do?**

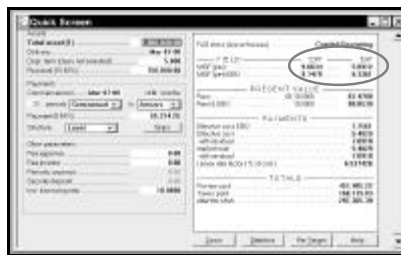
**A:** There are two ways to do this. First, simply push the Calculate button, the third button from the right on the Toolbar:



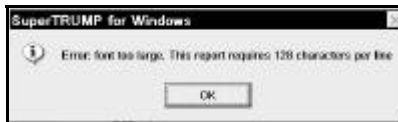
This brings up a different Statistics screen; one that includes effective yields (below).



Or, if you want to see effective yields instead of nominal yields on the Quick screen's statistics chart, go to the Controls menu, choose Input/output, then in the upper left corner under "Display yields:" check the box marked "Effective." Hit OK. Effective yields will now display on the Quick screen when you hit the Statistics button (below).



**Q. I get a message like this:**



**What do I do?**

**A:** Go to the File menu, choose Page Setup, then Choose Font. At the Printer Font screen, under Font, select a nice compact font - both "Arial" and "Times New Roman" work well. Set Font style

to "Regular" and Size to "8." Push OK and try the report again.

**Q: I want to see a lease rate factor on my Quick screen.**

**A:** Go to the Controls menu, select Statistics and then "Payments..." At the bottom of the Statistics - Payments screen, under "Show:" check the box "Lease rate factor (quick screen)," and hit OK. At the Quick screen, press the Statistics button. "Lease rate factor (% of cost)" appears under the heading "Payments" (below).



Note: The lease rate factor will not be displayed if you set up an uneven rent structure (such as a Low/High), since there isn't just one factor any more. In these cases, all the factors will still be displayed on the "Summary Report."

# Exporting to Microsoft® Word

Continued from Front Page

letter based on any pricing run in one easy step.

When exporting, a new Word document is created based on the selected template. The field codes and references to SuperTRUMP reports in the template are replaced with values from SuperTRUMP.

Once you select a template, you have the choice of printing or opening the document for review or editing.

We can even create custom Word templates for you according to your specifications. Please feel free to e-mail us at: [ivorycc.com](mailto:ivorycc.com) or call Christine Falconer at: (925) 926-1100 x104 for in-

formation on pricing.

Further instructions for this new export feature are located on our website: [ivorycc.com/exporthtml](http://ivorycc.com/exporthtml). And as usual, technical support is always available through our tech support line: (925) 926-1100 x2.

In light of our quest to keep improving SuperTRUMP, we welcome your thoughts and comments regarding this new feature.

## Did we know what you were thinking?

Hmmmmmm... You were thinking of a kangaroo.

If not, you'd best let us know what features or changes you'd like to see in future versions of SuperTRUMP. Even if you were thinking kangaroos, you'd still best tell us directly - we might have just gotten lucky!

**[www.supertrump.com](http://www.supertrump.com)**

Ivory continually looks to you, our customers, for SuperTRUMP upgrade suggestions. We WILL respond to your needs. Just let us know what you're thinking...

# Certification & Training Seminar

## SuperTRUMP Certification Available! Sign Up for Classes Now!

In response to the interest expressed by our customers, Ivory Consulting Corporation is offering its first Certification and Training Seminar.

### Finance Boot Camp

This is aimed at new SuperTRUMP users with little or no finance background. Successful completion will give the student the finance background needed to learn ST. To earn certification, they will need to demonstrate an understanding of basic lease finance terms including yields, risks, residual and related concepts, as well as cash, tax and accounting considerations.

**TO REGISTER**

Please contact us at:  
[training@ivorycc.com](mailto:training@ivorycc.com) or call Lisa Lohrey at: (925) 926-1100 x112 for more information.

### SuperTRUMP Boot Camp

This is geared towards finance professionals new to SuperTRUMP. To earn certification, the student will need to demonstrate the ability to use ST to

price basic leases and loans and to print out and use various reports. Basic knowledge of finance or registration in *Finance Boot Camp* is a prerequisite.

### Advanced SuperTRUMP Seminars

These half day sessions are available on a variety of topics. They will be limited in size, and taught by the Ivory Consulting staff best qualified in that area. Students can choose one morning and one afternoon session. Topics will include:

- ◆ Optimization Basics
- ◆ SuperTRUMP Administration
- ◆ TVs, EBOs and Chops
- ◆ Custom Reports: Use ST w/MSWord

Basic knowledge of SuperTRUMP or registration in *SuperTRUMP Boot Camp* is a prerequisite.

### SuperTRUMP Integration Seminars

These consist of presentations and discussions on a variety of topics on integrating SuperTRUMP into your IT environment, the Web, and existing and custom applications. Ivory staff will be available for in-depth private discussions of your specific integration issues.

### Schedule

- Tue., May 2: Finance Boot Camp (day)
- Wed., May 3: ST Boot Camp (day)
- Thur., May 4: Advanced ST Seminars
- Fri., May 5: ST Integration Seminars

It's not too late to suggest topics for the Advanced SuperTRUMP and Integration Seminars!

For more information contact us at:  
[training@ivorycc.com](mailto:training@ivorycc.com) or call Joseph Moore at: (925) 926-1100 x108.

### Pricing

*Boot Camps and Advanced ST Seminar:*  
 Single Class: \$595.00/person  
 Any 2 Classes: \$995.00/person  
 All 3 Classes: \$1295.00/person

### Integration Seminar:

Seminar alone: \$595/person\*

\* The price is included if you are attending any of the other training classes.

### Discounts

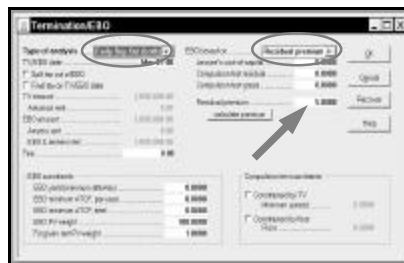
Multi-student discounts and individual scholarships are available. Please contact us at: [training@ivorycc.com](mailto:training@ivorycc.com) or call Christine Falconer at: (925) 926-1100 x104 for details.

# Advanced Tech Tip

## Pricing an Early Buyout: Residual Premium Method

There are a multitude of ways to price an early buyout. Variables include the type and magnitude of yield being targeted, whether the economic compulsion test is to be met (and the assumptions as to how the test is performed), termination value constraints, early buyout penalties, and the EBO tax treatment, to mention a few.

One technique that can provide valuable guidance is the residual premium calculation. This solves for the EBO that achieves the same yield as the full-term transaction, based on the assumption that a residual premium is realized. For example, if the full-term lease produces a 7% yield using a residual value of 20% and an 8% yield with a residual premium of 5% (i.e., 25% residual value), then the EBO would be priced to

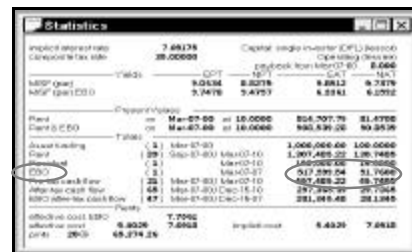


Above: The Termination/EBO screen.

achieve the 8%. In a business sense, this ensures that the lessor is compensated for the loss of the potential upside from the sale of the equipment.

To do this in SuperTRUMP, start from the **Controls** menu, choose **Features**, check "Termination/EBO" and hit **OK**. From **Parameters**, choose **Termination/EBO** (above). Set the *Type of analysis*

to "Early Buy Out (both)" and *EBO based on* to "Residual premium." Then enter the value of the premium in the *Residual Premium* field, and hit **OK** to leave the screen. Hit **Statistics** at the **Quick** screen to calculate the EBO yield using the residual premium. The EBO amount can be found on the **Statistics** screen (below) by clicking on the **Calculate** button.



Above: The Statistics screen.



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*The Advantage* leasing newsletter is written and published by Ivory Consulting Corporation, where miracles like this happen every day.

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Dig deeper into the lives of the Ivory clan by browsing our web page: [ivorycc.com](http://ivorycc.com).

**The Fine Print**

If you or someone you know would like to be added to the mailing list to receive *The Advantage* newsletter on a regular basis, please e-mail your address to: [advantage@ivorycc.com](mailto:advantage@ivorycc.com) or call Lisa: (925) 926-1100 x112.

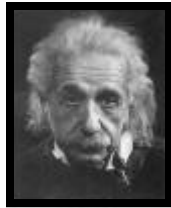
If you would like to be removed from the mailing list, so that even other people in your office will be deprived of this exceptional publication, please submit in writing a 1000+ word essay explaining your reasons for encouraging ignorance in the workplace. (Or just contact us: [advantage@ivorycc.com](mailto:advantage@ivorycc.com)).

We anxiously await your comments, questions and ideas. Please forward them to: [advantage@ivorycc.com](mailto:advantage@ivorycc.com), or call Lisa: (925) 926-1100 x112.

Ivory Consulting Corporation is not in any way responsible for paper cuts, eye strain, or any other maladies directly resulting from reading this publication. We have the right to refuse printing insults, competitors' ads and just plain negative stuff in general if we want to. If you have a problem with any of this, please keep it to yourself.

Thank You!

## PROFILING THE IVORY STAFF



Albert Einstein

Well, OK, technically Einstein doesn't work for us directly, but we DO have

several employees with one or more of the following characteristics:

- ◆ Background in Physics
- ◆ Bad hair
- ◆ Pronounced pacifistic tendencies
- ◆ Strong sense of the "Big Picture"
- ◆ Absent mindedness
- ◆ Sartorial sense that can

only be described as "interesting"

- ◆ Short
- ◆ Really, *really* good at math.

So, taken all together, having Ivory on your team IS JUST LIKE having Einstein go to bat for you. Really.

Next Issue: Attila the Hun!

# NEW! SuperTRUMP CERTIFICATION & TRAINING SEMINAR



*Now your staff can receive in-depth SuperTRUMP training and certification, including both general and specialized topics.*

*Classes will be held May 2 - 5, 2000. See related article on page 3 for more details.*

*Just mention this ad when you call or e-mail to sign up and you'll receive 10% off!*

*To register, or for more information, e-mail us at: [training@ivorycc.com](mailto:training@ivorycc.com), or call Lisa Lohrey at: (925) 926-1100 x112.*

