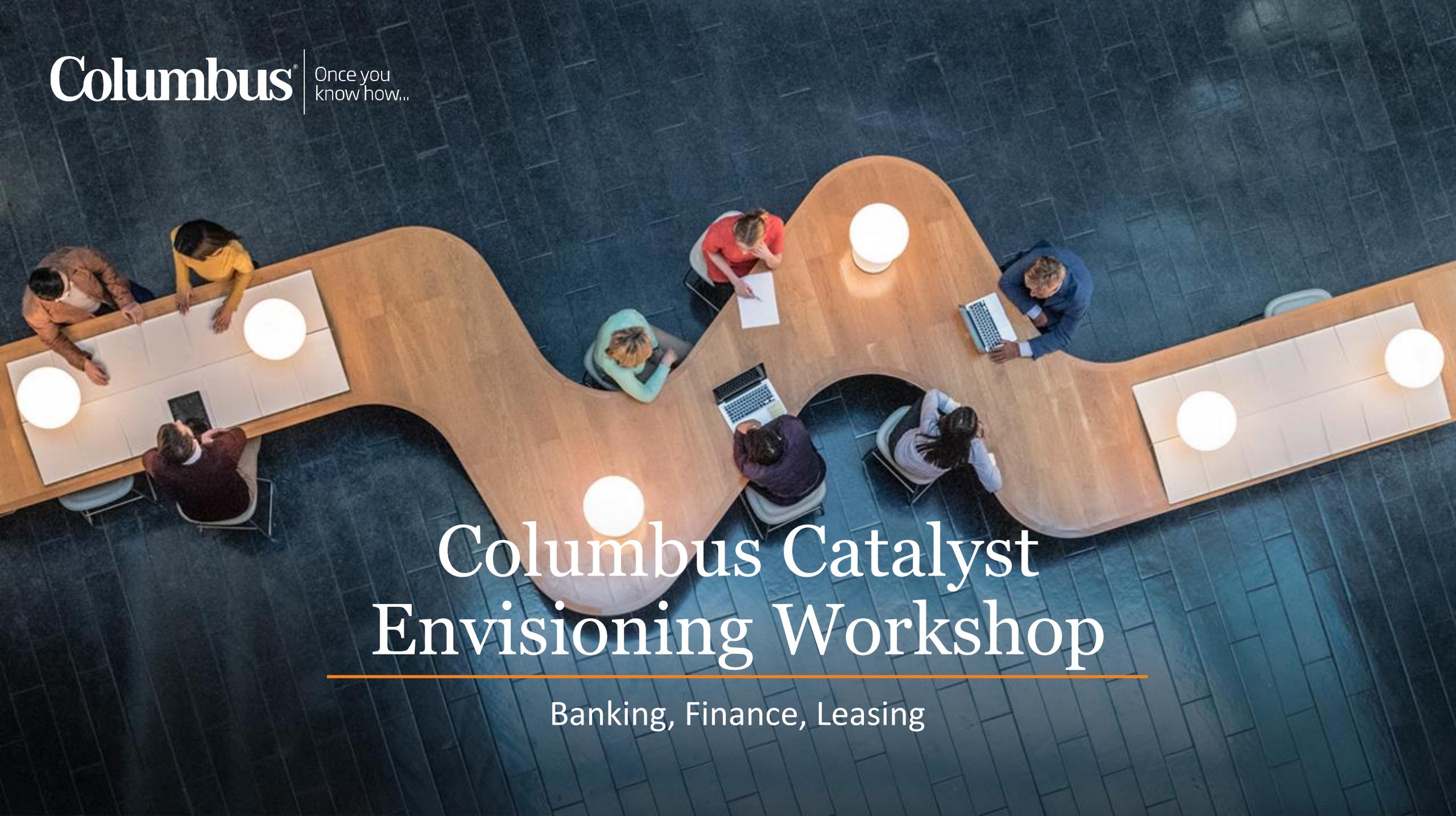


Columbus® | Once you know how...



Columbus Catalyst
Envisioning Workshop

Banking, Finance, Leasing

Microsoft Catalyst

Build, plan, and execute business transformation strategies with a proven, innovative approach from Microsoft Catalyst – an envisioning and planning program that employs Microsoft Dynamics 365, the Microsoft Power Platform, and the Microsoft Cloud.



Inspire

- Start by finding the transformation strategy that's right for you. Define and prioritize your strategy using development activities, then foster ideation and drive decision making

Design

- Quantify the value of your business transformation with an executive-ready proposal including business and technological impact

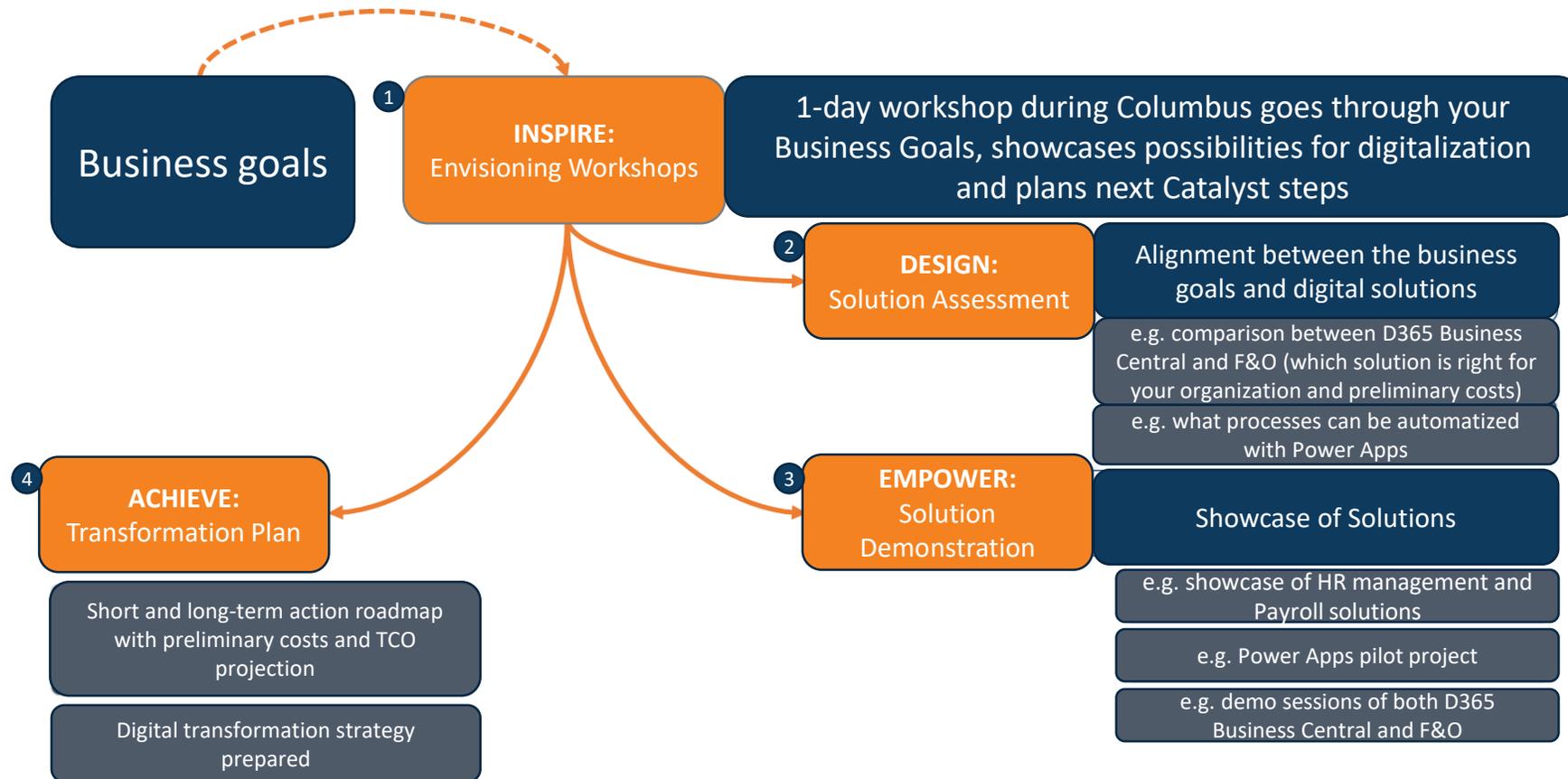
Empower

- Help others across your organization see the value in your business transformation story by creating visual assets and immersive experiences

Achieve

- Execute your strategy and ensure a smooth launch with the right resources – and then measure its success

Microsoft Catalyst – Example of Columbus approach



Customer Success Stories

Banking, Finance, Leasing

Specialised online bank AB Fjord Bank began operating in Lithuania in 2020. The bank's main goal is to ensure that its proposed activity model and service platform become the most convenient tool for anyone looking for a loan or wanting to entrust their deposit. The digital bank of Norwegian origin believes that economical and digital processes and a high level of automation will enable to ensure effective services for the provided financial products.

Columbus proposed an innovative Financial Management solution D365 Business Central based on cloud computing. The key aspects of operation of AB Fjord Bank are economical and digital processes and a high level of automation. This solution fit perfectly due to the following main criteria:

- Small investments during the initial period – its license and infrastructure are stored on cloud with a monthly fee.
- Have an internationally recognised system with integrity options and the possibility to improve and adapt the system, thus ensuring the growth and development of the company in the future.
- Columbus payroll solution which fully complies with the regulations of the Republic of Lithuania was used for payroll and staff accounting.
- A basket of available solutions initially provided by the implementer, i.e. D365 BC version already available on cloud, localisation and payroll solutions, infrastructure, implementation method, required competencies and consultants to carry out the implementation.
- Based on its global practice, Columbus applied the Time in Material implementation method which also ensured implementation based on the current situation by performing exactly what is needed at a given moment or period.



- Implementation was carried out based on the Time and Material (T&M) concept and took only 2 months. AB Fjord Bank together with the Columbus implementation team were pleased to have achieved effective cooperation and implement all the key areas of the system as well as prepare to begin operation within such a short time. The project team worked professionally and creatively by listening to the needs of the company and proactively proposing possible solutions.

Banking, Finance, Leasing

Šiaulių Bankas was established in 1992 in Šiauliai and is constantly expanding and offering services in 62 territorial outlets in 37 Lithuanian cities, with more than 800 employees. The Bank accepts deposits, issues loans, makes money transfers and documentary settlements, exchanges currencies for its clients, issues and processes debit and credit cards, is engaged in trade finance and is investing and trading in securities and performs other activities.

The key project goals were:

- To acquire solution for accounting lease agreements as requested in IFRS16.
- To acquire ERP, with IFRS16 solution built in, which could be used for accounting of internal banking operations (fixed assets, expenses, revenue, reporting, etc.) later.
- To have ready to use solution for starting day - 1st January 2019.
- To have solution, which could to provide reports about historical lease contracts in full retrospective mode, starting from 2016.
- Standard Columbus IFRS16 solution is fully covers Šiaulių Bankas needs – solution was implemented without modifications/customizations.

Results of the project:

- Microsoft Dynamics NAV application with IFRS16 Solution will be used for accounting internal daily banking operations.
- Implemented solution is intuitive, user friendly and allows to manage lease contracts with minimum efforts, at the same time preventing possible mistakes.
- Advanced architecture will allow to expand solution with additional features in future.



- *“Columbus teams is very qualified, helpful and understanding our needs. We are thankful for cooperation.”*

Banking, Finance, Leasing

LHV Leasing is a department of Estonian capital bank – LHV Bank, established in 1999. The Bank's clients are private customers, small and medium-sized companies and institutional investors. The branch offices of LHV Bank are located in Tallinn, Tartu, Riga, Vilnius and Helsinki. LHV Bank employs over 150 people. Approximately 50 000 clients use the Bank's services.

Integrated and smoothly working solution ColumbusLeasing helped to achieve high priority business goals: with only 5 employees, LHV Leasing is one of the TOP 6 leasing companies in Estonia.

The main benefits of ColumbusLeasing based on Microsoft Dynamics are:

- Quick preparation of a contract – it takes approx. 10 min.
- With 4 account managers, the number of leasing contracts has grown to 1000 in 16 months.
- The solution fully supports development of product portfolio and growth ambitions of the company.



- *“Additionally to a software implementation, Columbus provided excellent business knowledge and market experience regarding Leasing product and therefore we were able to implement the solution which is among the best ones.”*

Banking, Finance, Leasing

Customer faced issues with scattered business information:

- Centralized customer database did not exist. This made sales decisions harder and slower, because customer historical data were difficult to find and evaluate.
- Contracts, schedules and amendments had been prepared manually, followed-up via emails; documents versions were not monitored in a correct way.

In order to tackle customer challenges, Columbus implemented ColumbusLeasing Solution - specialized Microsoft Dynamics add-on for leasing companies, created for leasing activities management. ColumbusLeasing supports full business cycle: from contract offer to its ending procedures.

- **Managing contracts of different leasing/financial products** based on their specifics: Financial lease, Operating lease, Debts restructuration.
- **Calculation of several types of schedules:**
- **Contract guarantees and covenants** management.
- **Contract confirmation and signing process and procedures (from quote to pre-contract and contract).**
- **Contract document management:**
- **Monitoring insurance coverage of leased assets.**
- **Reporting tools**



საქართველოს სავაჭრო ბანკის ჯორჯია
GEORGIAN LEASING COMPANY

- *“Collaboration process with Columbus was very comfortable. The team has provided to us very high quality and professional service. We recommend Columbus as reliable, competent, responsible partner.”*

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