

# AccessCIT

Quick, on-line credit decisions to  
support your business requirements



**CIT**



**“ At Admiral we have a high turnover of lease proposals on a daily basis. With this in mind, Admiral requires an online finance proposal system that can provide us with instant credit decisions. AccessCIT fulfils all our requirements and more, as portfolio information is also available to view at the click of a button. ”**

**Kim Campbell**  
Lease Desk, Admiral Business systems

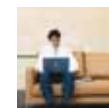
## What is AccessCIT?

AccessCIT is an online tool designed to make it quicker and easier for you to:

- Submit and obtain instant credit decisions for your applications
- Access essential information about your lease portfolio with CIT
- Obtain a quick quotation, even without full customer details

AccessCIT has been specifically developed by CIT to help you grow your leasing business. By providing you with faster access to the information you need, whether it's related to a new credit application or to one of your existing leasing contracts, AccessCIT will:

- Increase your sales and proactively drive new business opportunities
- Save time and money, so you can concentrate your resources on growing your business with CIT, increasing sales and maximising profits.
- Improve the speed and quality of service to your customers



## Key advantages of AccessCIT

We know your time is precious. That's why we've created AccessCIT to give you the information you want, when you need it. With your unique user name and password you can log into AccessCIT at any time that suits you. You'll immediately have the advantage of:

- Instant decisions on credit applications
- Online quotes without the need to know the customer's full details or credit status
- Instant access to existing customers' asset details, rental amounts, balances outstanding and end of lease dates to assist you with any enquiries.
- Ability to Identify upgrade, add-on and exchange opportunities to maximise the revenue from your existing lease portfolio
- Less time spent on administration, more time to focus on growing your business

There's no longer any need for you to wait for your CIT Account Manager to provide you with credit decisions or customer information. Using AccessCIT you can find and manage the information you need yourself, on-line.

AccessCIT helps you deliver a better service to your customers new and existing. Enabling you to do business faster and smarter with CIT.

## Faster credit applications and decisions

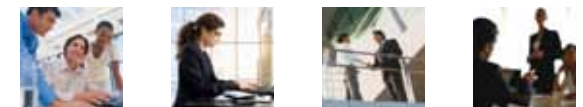
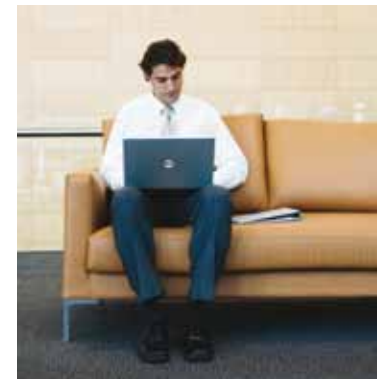
CIT understands that the faster you can get a credit decision the faster you can close the deal. So we've made it quicker and easier to submit credit applications and track their progress - in fact the whole proposal and decision-making process now only takes a few minutes.

Submitting the credit application online couldn't be easier. AccessCIT has clear instructions on the information you need to complete, and if your customer is a limited company, plc or limited liability partnership, it will even fill in some of the required information automatically.

AccessCIT will tell you within seconds whether it has been accepted, declined, or is pending a decision, enabling you to get back to your client quickly and efficiently.

You can use this to gain credit clearance for a set lease value in advance. Just imagine how much more efficient and productive your sales process would be if you knew the credit status before meeting with your customer. And think how much easier it would be if you could prioritise your prospects by credit clearing them first.

AccessCIT also enables you to generate a quick quote for a new customer even when you don't have all the information needed for full credit clearance. Quotations can be saved and recovered at a later date when you have the full details available.



## Better control over your lease portfolio

AccessCIT puts you in control of your lease portfolio, with instant online access to the information you need to prepare for customer reviews, plan sales pipeline and prioritise your target prospects.

AccessCIT provides asset reports which you can use to make better informed business decisions. It can help you prioritise who to contact at the most appropriate time and allows you to pre-approve new deal scenarios for refresh, exchange and add on business.

Once you start using it you'll find it's an invaluable way to reinforce your credibility as a knowledgeable and trusted leasing adviser.

**“ AccessCIT enables us to propose business quickly and maximise every opportunity within our customer base. The simplicity of being able to propose with just the company name, registration number and address makes the system user friendly which is why AccessCIT is deployed on the Rocom & Nimans finance desk. ”**

**Angela Gilbey**  
Financial Services Manager, Rocom Financial Services



## Getting started

To start using AccessCIT, speak to your CIT Account Manager today.



