About us

DebtBook

Tyler Traudt
Founder & CEO

Erik Pelletier
Founder & Head of Product

Josh Kohn
Founder & Head of Client Operations

Marty Feinstein
Client Operations

Debt & Lease management is complicated

DebtBook

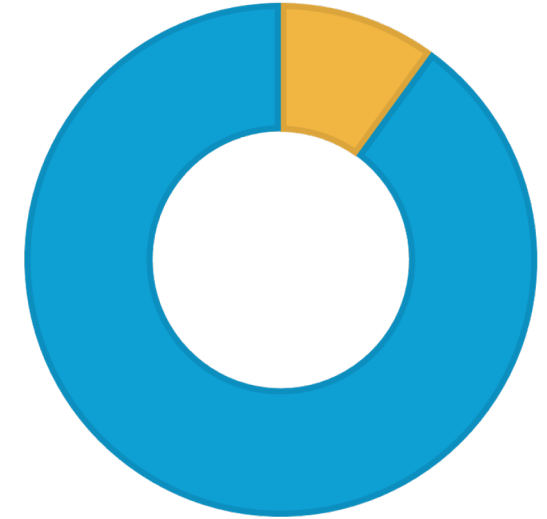|			
Schedules	Tax Compliance	Disclosure	Planning
Covenant Compliance	Standard Compliance	Policies	Audit Reporting
New Issuance	Budget Reporting	Fraud Prevention	Credit Ratings

It's costly

DebtBook

Annual debt service generally totals 5% - 10% of operating expenses

It's millions or billions in future payments.

It's important

DebtBook

Tax
Increases

Rate
Increases

Board
Decisions

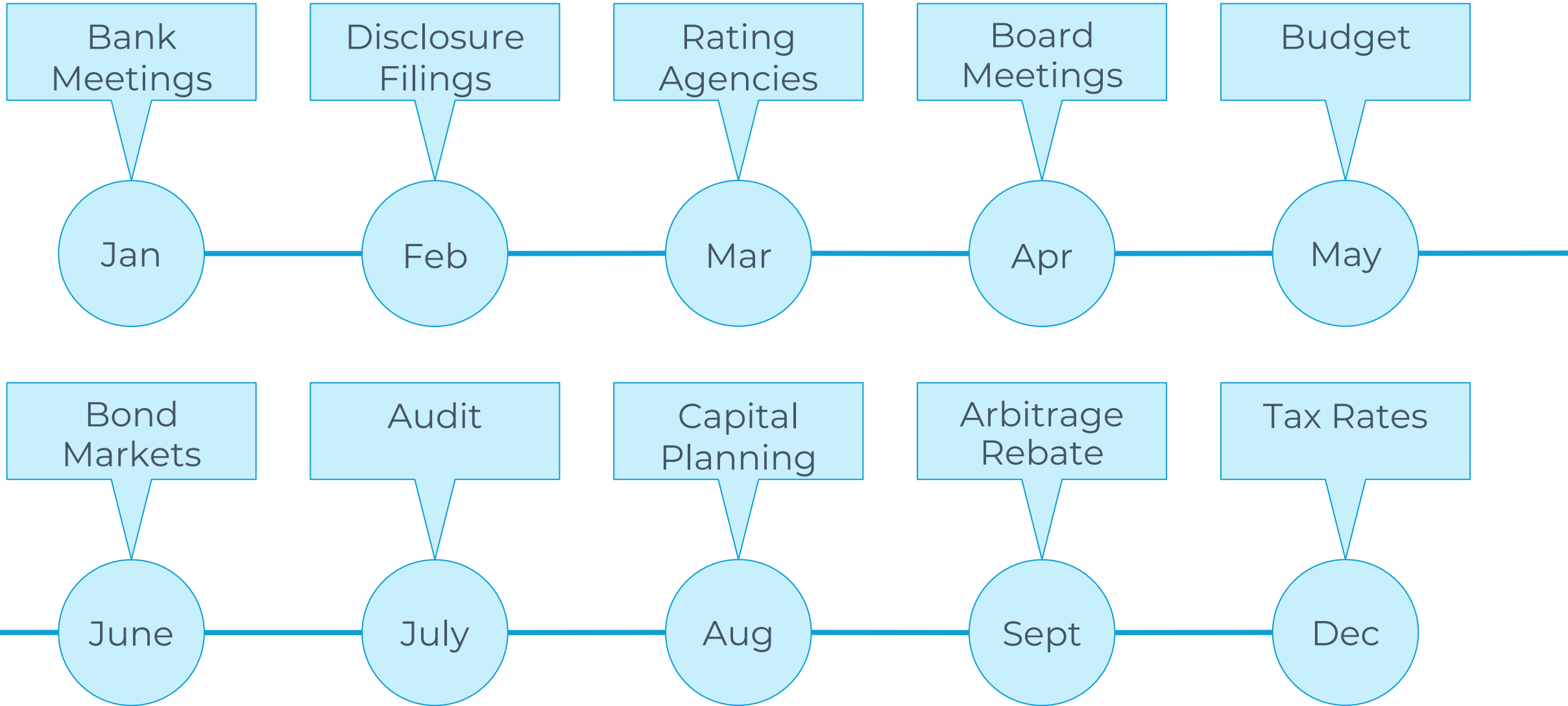Financial
Plans

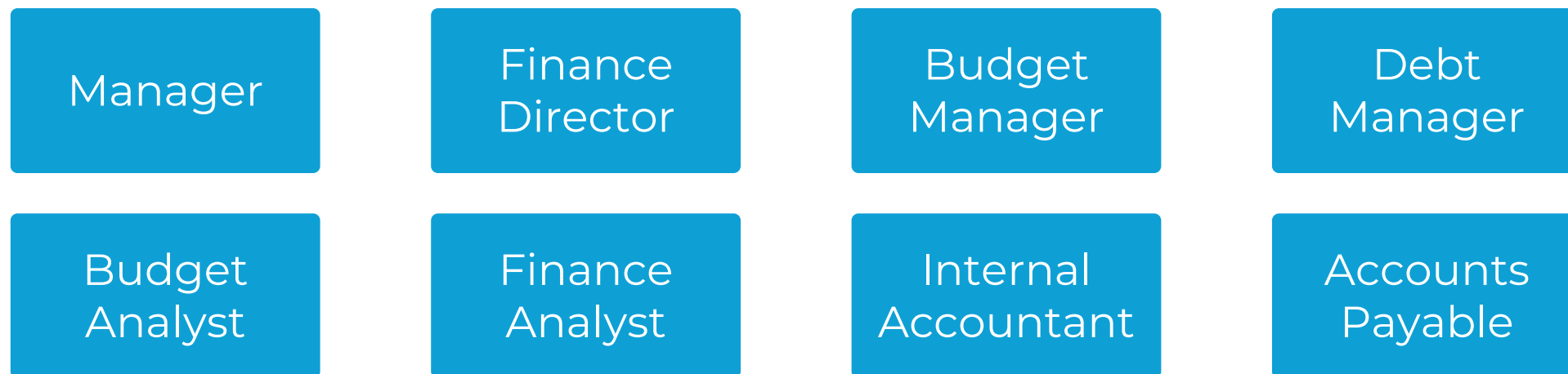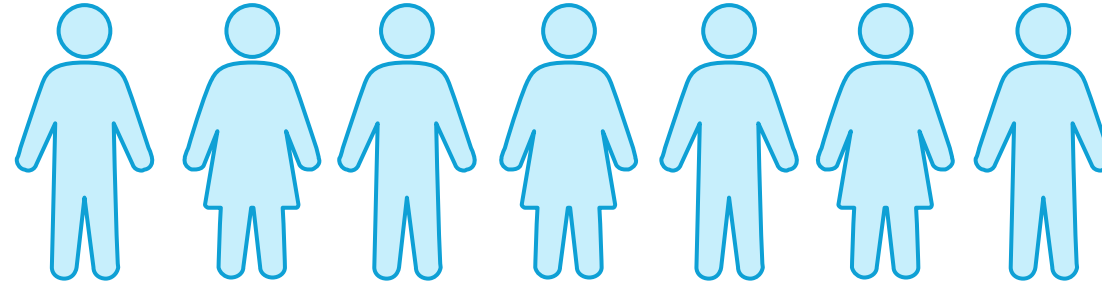Disclosure
Documents

Rating
Reports

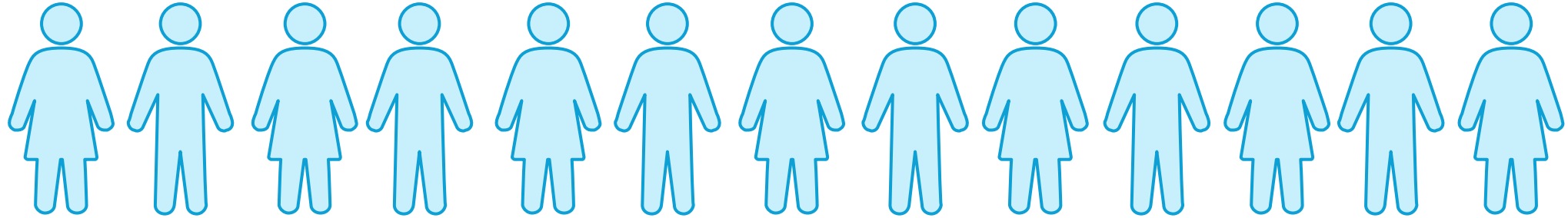Financial
Reporting

Budgeting

It's touched throughout the year

Bank Meetings	Disclosure Filings	Rating Agencies	Board Meetings	Budget
Jan	Feb	Mar	Apr	May

Bond Markets	Audit	Capital Planning	Arbitrage Rebate	Tax Rates
June	July	Aug	Sept	Dec

By many internal team members

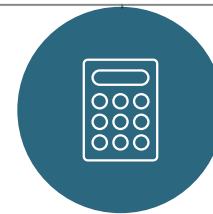|			
Manager	Finance Director	Budget Manager	Debt Manager
Budget Analyst	Finance Analyst	Internal Accountant	Accounts Payable

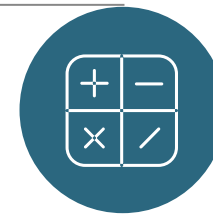# Even more outside professionals
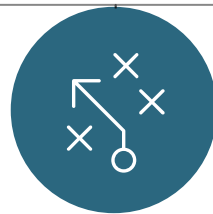
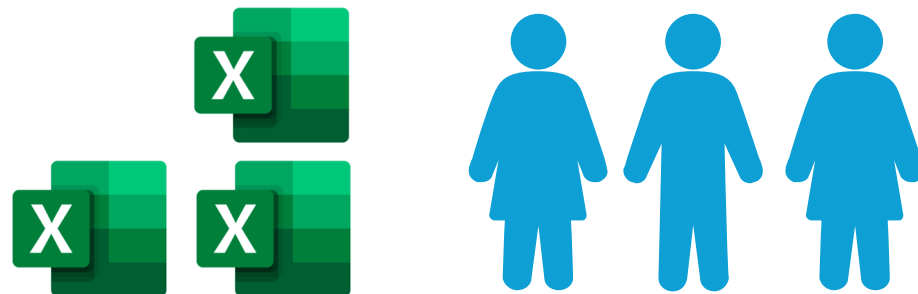Lawyers   Advisors   Underwriters   Banks   Accountants   Rebate Consultants

But we do it by emailing spreadsheets
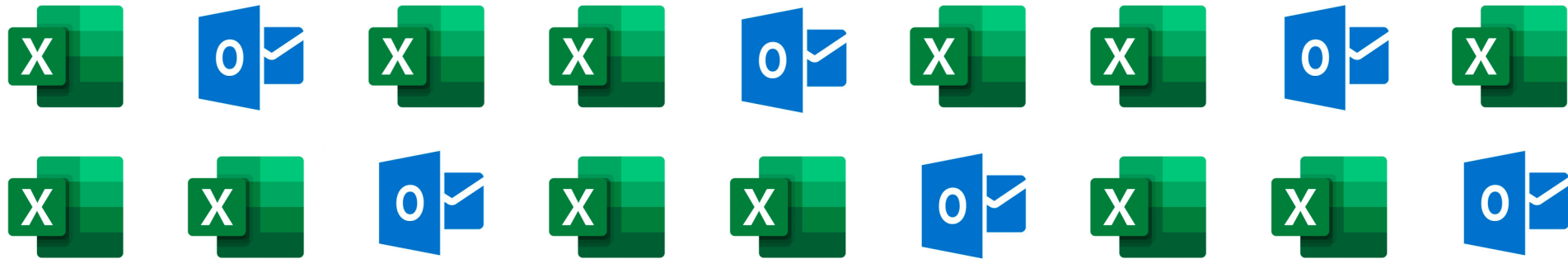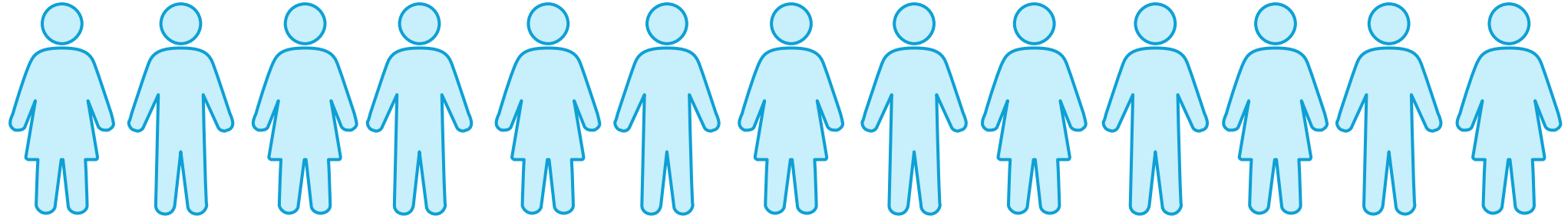
What are we trying to accomplish

1 Make it easier for finance officers and their staff to manage debt & leases

2 Create a single source of truth for the entire working group

3 Eliminate unnecessary and damaging errors that stem from incomplete or inaccurate information

Our Clients

> *DebtBook was created by government and nonprofit finance teams tired of using excel and old software to manage their debt and leases.*

Let's take a look

Implementation

DebtBook

> *"By far one of the easiest implementations in my 25-year career!*
>
> *DebtBook was outstanding with their assistance in making implementation seamless and as simple as possible!"*

Aileen Staples

Chief Financial Officer
Wake Forest, NC

> *"DebtBook has been one of the easiest and quickest software implementations I have overseen over my 14-year career in local government Finances."*

Kevin Bueso

Chief Financial Officer
McHenry County, IL

Common Implementation - Break for Audit

DebtBook

	Pre Audit	Audit	Post Audit
Debt	4 - 5 calls 60 minutes each	No tasks	No tasks
Leases	Gather leases & upload to secure link	No tasks	4 - 5 calls 60 minutes each Confirm lease details

Debt Implementation Sample

DebtBook

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
	KICK-OFF CALL 11:00AM (30 Min.)	DOCUMENT UPLOAD				
8	9	10	11	12	13	14
	DATA OPS			1st REVIEW CALL (45 Min.)		
15	16	17	18	19	20	21
			2nd REVIEW CALL (45 Min.)			
22	23	24	25	26	27	28
	3rd REVIEW CALL (45 Min.)			LAUNCH CALL (30 Min.)		
29	30	1	2	3	4	5

Pricing

Setup Charges:

Tier	Debt & Lease Obligations Outstanding (# and $)	Subscription	Setup Charge
1	Up to 15 and $50 million	Annual License	$1,500
2	Up to 75 or $200 million	Annual License	$2,250
3	Up to 150 or $1 billion	Annual License	$3,750
4	Up to 300 or $3 billion	Annual License	$5,250
5	Up to 500 or $5 billion	Annual License	$7,500

Annual Subscription:

Tier	Debt & Lease Obligations Outstanding (# and $)	Users	Standard Annual Rate
1	Up to 15 and $50 million	Unlimited	$5,000
2	Up to 75 or $200 million	Unlimited	$7,500
3	Up to 150 or $1 billion	Unlimited	$12,500
4	Up to 300 or $3 billion	Unlimited	$17,500
5	Up to 500 or $5 billion	Unlimited	$25,000

What everyone's saying

"I absolutely LOVE my DebtBook - it makes me a better finance director!"

"DebtBook is a game changer for us"

"It saved us so so much time during audit"

"I feel like I have died and gone to heaven!"

"I used it for the first time during a meeting today - I can't tell you how helpful it was - thank you! "

"By far one of the easiest implementations in my 25-year career!"

Roadmap

DebtBook strives to create one piece of software used throughout the industry - it must be affordable, comprehensive and easy to use. While we do not provide specific deliverable timelines, we're working extremely hard to deliver the following features:

Amortizing Premium, Discount & Accounting Gain/Loss
Accurate, updated and designed to meet accounting standards.

Lease Schedules (GASB 87)
Review and manipulate all lease inputs within the application (e.g.: reasonable certainty of exercising extension option). View the lease liability balance, lease payments, interest expense, lease asset balance and amortization expense in an exportable table format. Export journal entries into Excel to record retrospective restatement, beginning lease balances and ongoing lease activity.

Ongoing Lease Collection / Compliance (GASB 87)
Make lease aggregation easy for everyone - key personnel receive customizable notifications requesting simple document upload - finance has audit trail of who has and hasn't entered into new lease agreements.

Net Debt Service
Model cash flows relating to items such as: variable rate resets, subsidies, expenses, reserve funds, capitalized interest, scheduled prepayments and more. While some of these Net Debt Service features will be delivered within the six month roadmap window discussed here, all are expected to be completed within 12 months.

Time Machine
The ability to view all of your debt accurately as of any previous point in time, exclusive of debt that had not been issued yet and inclusive of maturities that have since been defeased or refunded.

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How much do you value?

DebtBook

Efficiency

Manual processes cost organizations 19 working days per year per employee, according to a recent SnapLogic study.

Better tools will save your team time throughout the year.

Succession Planning

How easily could you transition the debt management responsibility if you or a key employee left?
Rating agencies want to know.

How much do you value?

Security and Reliability	Cybercriminals are attacking governments with ransomware (Atlanta, New Orleans, Durham, Baltimore) at an alarming rate - 60% year-over-year growth in 2019. Ensure 24/7 access to critical debt information with our secure, cloud-based platform.
Increased Confidence	Eliminating data errors will give you more confidence in the work that you, your team, and your professionals are doing every day.

How much do you value?

Creating a Single Source of Truth	Many internal departments use the debt information throughout the year for various purposes. Your advisors, lawyers, accountants and bankers need this information too. Our cloud-based solution is accessible by everyone from anywhere so you can ensure everyone on the team is using up to date, accurate information.
Employee Retention & Happiness	Manual data entry is tedious, unfulfilling, and damages employee engagement.

How much do you value?

DebtBook

| Reputation & Rating | Strength of management directly impacts your organization and its credit rating. Make the use of tools and technology a strength. |