

Oracle Financial Services Lending and Leasing

Boost Your Vacation Ownership Business





The evolving marketplace

The U.S. remains a strong market for vacation ownership with a high concentration of key players and a rapidly growing number of international tourists. In the U.S., leisure and business travel categories are on the surge.

Global Vacation Ownership (Timeshare) market is projected to display a robust growth represented by a CAGR of 7.05% during 2018 - 2023. The global vacation ownership (timeshare) market is on an upward trend owing to urbanization, economic growth, and favorable demographics. Increasing high net worth population, escalating international tourism, and rising internet penetration have led to an increased demand in vacation ownership market. There is a constantly increasing entrance of new players in the market due to the greater business opportunities.


Resorts are now heavily investing in technology in order to meet the needs of the advanced market. A greater number of resorts have adopted new technologies to enhance their customers experience during the stay. Some resorts even added virtual reality experience for their customers. Resort groups are now looking at adopting technology solutions that increase their operational efficiency and enhance their topline and bottom-line growth.

Oracle provides solutions that manage the entire lifecycle of a timeshare loan account from origination, to servicing, and through any collection activities. Our solution is geared to handle complex servicing activities from maintenance billing and payments to securitization of accounts all out of a single platform, providing greater efficiency, faster response and flexibility for innovation. We provide clients the choice of hosting our solution on-premise, private cloud at customer or Oracle Public Cloud.

The solution also offers a SaaS+ PaaS deployment option. This helps lenders to extend the SaaS functionality as per their needs and reduce the reliance on Oracle. As opposed to the traditional SaaS approach, customers no longer need to wait for the software vendor to adopt and extend the required functionality on the SaaS platform. This allows faster time-to-market in spite of being on SaaS.

The application offers unparalleled functional coverage as well as the ability to leverage all enterprise data to help make the right product offers and finance decisions. It enables the business with predefined processes and a world-class framework to support all risk and compliance needs.





“Oracle Financial Services Lending and Leasing helps businesses keep up with the uphill task of keeping customers happy in a world full of choices. While different modules ensure every step of the engagement is given due attention, a myriad of features across modules offer a convenient and seamless experience across points of interaction.”

Oracle Financial Services Lending and Leasing can help the vacation ownership players to transform their ownership processes to a modern solution and platform, reaping the benefits of digitization.

The solution helps businesses loan account, membership account, and maintenance account on a common platform. Master account helps consolidate actions on all accounts in one go. It is easy to make the solution interact with third party systems through web-hook and vacation ownership employees can seamlessly map with upstream and downstream systems. Edition Based Redefinition (EBR) ensures close to zero downtime even when updates are under process. Users can also trade a TimeShare by Spilt, Combine, or Upgrade of the Existing TimeShare.

Oracle Financial Services Lending and Leasing also offers an associated account view and a consolidated account statement. This not only offers convenience to the staff members but also provides great customer experience. The solution offers configuration based condition posting and event framework to automate criteria based action execution.

Extensibility is available to users via one login to get access to the application. Users can easily add extra screens and features. Labels can be changed and extra fields can be added as per the required customizations.

“Though the market is highly fragmented, key players of the market tend to consolidate with smaller players of the market.”

Growing market requirements

The total sales volume of the timeshare industry exceeds \$14 billion, on average, each year. There are about 20 million households around the world that own at least one timeshare.

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