



**Equipment finance and leasing expertise**

*Deep understanding of equipment finance*

**International**

*Delivering projects in Europe, the Americas and Asia*

**Practical and pragmatic**

*Experienced, knowledgeable, safe*

**ELFA**  
EQUIPMENT LEASING AND FINANCE ASSOCIATION

**Richmond Group**

**Presentation**

# Our Services



## Business transformation

- Equipment finance process maturity model (EFMM)
- Captive and vendor finance programs
- Robotic process automation (RPA)
- Sales force effectiveness
- Change management

## System implementation

- Business requirements
- Systems evaluation & selection
- Project management
- Data migration
- Managed testing
- Test automation
- Project rescue and recovery

## Data quality & reporting

- Data quality frameworks and controls
- Data issue detection & remediation
- Implementing operational, management, financial and business Intelligence reporting

## Back office & system outsourcing

- Providing substantial costs savings
- Using preferred partner system or yours
- All or part of a clients back office and finance department processes

# Our equipment finance customers selection



BMW Financial Services



Key Equipment Finance



Financial Services



# Why partner with Richmond Group?



The Richmond Group is an independent management consultancy practice dedicated to the equipment finance and leasing industry. Our services are based on an in-depth understanding of the marketplace, the trends shaping it today and the challenges faced by automotive and equipment finance organisations and manufacturers to become more competitive and to differentiate themselves

## □ Why Partner with the Richmond Group:

### ▪ Our focus

The Richmond Consulting Group was formed in London in 2000 by equipment finance practitioners with a wealth of experience in building and developing international equipment finance businesses. At all levels in our organisation we have expert knowledge of the industry from big to small ticket and specialist know how on automotive finance and vendor finance programs

### ▪ International reach, local expertise

We serve our clients on a truly international basis. We have expert knowledge of system platforms, local financial products, accounting, legal and operating regulations effective in each of the main European, South and North American equipment finance markets.

### ▪ Business approach

Our business approach on delivering quality personnel and results and our focus on realising tangible results for our clients is paramount to our method of doing business. By partnering with our clients, we ensure that projects are successfully undertaken to the client's specification, on time and within budget. Our team have a practical 'can-do' attitude helping ensure that the depth of information, research and effort required to fully satisfy an assignment is delivered