



Lease Pricing Consulting Services

Turn Proven Expertise into Unique Competitive Advantage



MAKE SENSE OF YIELDS

Understand the yields considered best for your unique situation and know when to use each one



ADOPT TAX-BASED PRICING

Develop an after-tax pricing approach to maximize your financial returns



CREATE A CORPORATE TAX ALLOCATION MODEL

Learn how to value and allocate tax benefits by working with us to design a methodology that fits your corporate tax position

With decades of equipment lease pricing experience, Ivory Consulting has guided bank, captive and independent leasing businesses through their most complex modeling and pricing challenges using industry-wide accepted methodologies. Let us help you.

PRICE WITH CONFIDENCE

Rely on us to help you develop pricing best practices specifically tailored to your business, including modeling and pricing leases and loans for maximum profitability, all while factoring in risk levels and tolerance.

UNDERSTAND HOW ACCOUNTING AND TAXES IMPACT PRICING

Learn how the new FASB Topic 842 accounting rules and recent tax regulations impact your modeling and pricing practices.

FACILITATE INTERNAL PRICING METHODOLOGY DISCUSSIONS

Often lease pricing is based on economics, but financial statements are prepared using GAAP. Ask us to determine if your pricing methodologies are aligned with your financial statement presentation, and if not, how they can be aligned.

MAXIMIZE YOUR INVESTMENT IN SUPERTRUMP

Let us show you the ins and outs of how SuperTRUMP enables more comprehensive and profitable pricing.

CUSTOMERS THAT TRUST US

- Global Jet Capital
- SumnerOne
- TIAA Commercial Finance
- TrinityRail Leasing & Management Services
- Western Equipment Finance

TESTIMONIAL

"Ivory's broad view of the capital equipment leasing market informed insights and recommendations for alternative measures of assessing economic and financial returns."

– Thomas Jardine
Vice President
TrinityRail Leasing &
Management Services