

Capital goods: solutions for sales financing

We help industrial groups to further expand the high-margin business of sales financing by lease & loan.

Business Model Innovation



- _ Mega trends: Sharing economy, green leasing, open leasing
- _ Revenue Model: Leasing as a service, pay-per-use; digital flow business; white label provider
- _ Intelligent Refinancing: Increasing margins through optimized refinancing
- _ New Markets: Competition with Fintechs
- _ Sales Channels: Platform economy

IT Transformation



- _ Enterprise Architecture: Harmonization and modernization of existing systems
- _ Cloudification: Transfer and replacement of existing systems to SaaS solutions
- _ Agility excellence: Shorter software product cycles and earlier business feedback

Operational Excellence



- _ Governance Model: Improvement of TOM and scaling across multiple country organizations
- _ Steering Model: Focus on top KPIs and anchoring in top management reports
- _ Delivery Center: Consolidation and relocation of the back office
- _ RPA: Increasing process efficiency and digitizing the workforce