



Customers That  
Trust Us



TRINITY INDUSTRIES  
LEASING COMPANY

Western   
Equipment Finance

## Turn Proven Expertise into Unique Competitive Advantage

With decades of combined experience, Ivory Consulting has guided banks, captives and independents through their most complex modeling and pricing challenges using industry-wide accepted methodologies.



Create pricing practices specifically tailored to your business and model the most profitable leases and loans, all while factoring in risk levels and tolerance.



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



Develop a tax-based pricing approach unique to your tax position, allowing you to maximize your corporate returns.

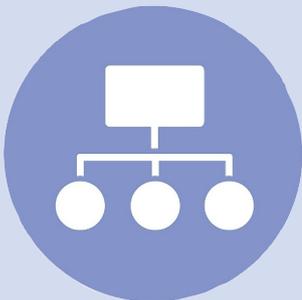


### Tax-Based Pricing

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

### Pricing Under Topic 842 Lease Accounting

We can help you make sense of the new FASB Topic 842 accounting rules and how they might impact your modeling and pricing practices.

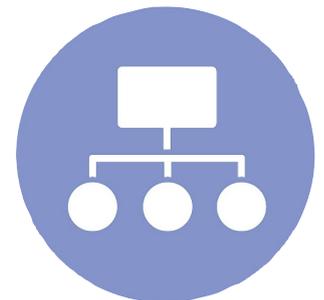


### Align Pricing and Financial Reporting

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.

### Customize Your SuperTRUMP

Gain a competitive edge over your competition by incorporating the pricing methodologies and processes unique to your organization into a custom version of SuperTRUMP.



**Sound interesting? Let's chat.**

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#### **About us**

For over 35 years, Ivory Consulting Corporation has been the leading provider of equipment lease and loan software, software customizations and consulting service for the equipment finance industry. Ivory Consulting's flagship product, SuperTRUMP, is the proven solution for modeling and pricing complex leases and loans and is trusted by 8 of the Monitor top 10 companies.