



IVORY

Definitive Expertise for Pricing and Modeling Complex Leases and Loans

For over 30 years, Ivory Consulting Corporation has been the leading provider of equipment lease and loan software, software customizations and consulting services for the equipment finance industry. Ivory's flagship product, SuperTRUMP, is the industry standard for modeling and pricing complex leases and loans and is trusted by 4 of the Monitor top 5 companies. Ivory Consulting Corporation is privately held and headquartered in Walnut Creek, CA.

Ivory Values

Dedication

We are dedicated to our customers' success and their ability to leverage our software to improve their leasing and loan portfolios.

Expertise

Ivory has one of the most comprehensive and deep collectives of lease and loan pricing, modeling, and analytical experts in the world.

Profitability

When it comes to lease and loan portfolios, businesses don't mess around. Our customers don't just want us to be successful – they require it.

Ethics

Ethics doesn't just mean doing what is right, it also means telling clients and team members what they need to hear instead of what they want to hear, and putting our clients' and co-workers' best interests first.

History

Chris Ivory founded Ivory Consulting Corporation in 1983 with the idea of building lease analysis software on PCs. In 1985, Steve Hays-Lohrey joined Ivory as a programmer, and soon after, Chris and Steve produced the first version of SuperTRUMP, the successor to the original application developed by Chris. After 30 years, Ivory is still the leading provider of equipment lease and loan software and services. Ivory is a privately held company headquartered in Walnut Creek, CA.

Ivory Leadership

Chris Ivory

- Chairman & Founder
- 30+ years providing solutions to the lease finance industry

Steven Hays-Lohrey

- Owner, CFO & Board Member
- 25+ years in the lease finance industry

Scott Thacker, CPA

- CEO & Board Member
- Involved in the leasing industry since 1986
- Leads the strategic vision and growth initiatives for the company

Fred Fischer

- President & Chief Technology Officer
- Joined Ivory in 1994
- Leads the technological planning for the next generation of Ivory products

ELFA Involvement

The Equipment Leasing and Finance Association (ELFA) is the trade association representing more than 575 financial service institutions, including many of the nation's largest financial services companies. Ivory has been an ELFA Annual Convention exhibitor since 1987 and participates in the Lease and Finance Accountants Conference and the Operations and Technology Conference. Ivory employees Scott Thacker and Ray James are active with ELFA. Scott serves on the Board of Directors and the Accounting & Foundation Research Committees, and Ray serves as Chairman of the ELFA Research Committee.

For further information, call us at 925-926-1100 or email support@ivorycc.com.

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How We Solve Customer Pain Points

Time consuming, laborious processes for obtaining portfolio data and pricing leases and loans.

With SuperTRUMP, you can easily import exiting data from Excel and most other accounting systems to quote complex deals and perform a broad spectrum of sophisticated financial analyses.

The need to present high-level, yet comprehensive information about lease and loan performance to c-level executives.

SuperTRUMP lets you produce easy-to-use and easy-to-read Word, Excel and PDF documents and reports that offer a high-level snapshot of performance.

Inability to find pricing software that can integrate with an existing IT tech stack, ERP, CRM, etc.

With SuperTRUMP Enterprise Server, users across your organization can access a standard or custom SuperTRUMP quoting, accounting or reporting engine that is fully integrated into your CRM, origination system, ERP and business processes.

A need to migrate from spreadsheets and implement a custom solution that can accommodate unique algorithms and pricing practices.

Utilize your calculations, your algorithms and your subsidy programs to create a customized version of SuperTRUMP to match your unique business requirements.

Product Suite and Services

SuperTRUMP

Take all of the complex variables like pre-tax and after-tax pricing into consideration, price accurately and book more of the right leases and loans.

SuperTRUMP Desktop

SuperTRUMP Desktop provides the ability to model and price complex leases and loans.

SuperTRUMP Web

With SuperTRUMP Web, your sales team can price complex leases and loans remotely from their PC and iPad.

SuperTRUMP for Salesforce

SuperTRUMP for Salesforce provides the ability to model and price complex leases and loans while using all of the customer information and history stored in your Salesforce.

SuperTRUMP EXPRESS for Salesforce

Easily price your straightforward leases and loans from within your Salesforce.

SuperTRUMP Enterprise

With SuperTRUMP Enterprise Server, users across your organization can access a standard or custom SuperTRUMP quoting, accounting or reporting engine that is fully integrated into your CRM, origination, ERP and business processes.

SuperTRUMP Oracle Lease & Finance Management

SuperTRUMP OLFM Server powers your Oracle Lease & Finance Management solution with the ability to account for complex transactions, including: variable rates, rebooking and residual accretion accounting.

SuperTRUMP Portfolio Intelligence

SuperTRUMP Portfolio Intelligence is an advanced analysis and pricing tool built specifically for the analytical needs of the equipment finance industry.

SuperTRUMP Customizations

Utilize your calculations, your algorithms and your subsidy programs to create a customized version of SuperTRUMP to match your unique business requirements.

Ivory Consulting Services

Ivory's leading experts on equipment finance pricing and analytics solve your most pressing problems while improving your profitability and managing your exposure to risk.

Ivory Partners

- Constellation Financing Systems
- D+H
- Dominion Leasing Software
- IDS
- IFSLeaseWorks
- LeaseTeam
- Linedata Capitalstream
- Netsol Technologies
- Odessa Technologies
- Oracle
- Salesforce