



# Ivory Consulting Corporation

*Proven Expertise for Modeling and Pricing Complex Leases and Loans*

Updated November 2021

## OUR VALUES

### DEDICATION

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

### 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.

### EXPERTISE

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

### ETHICS

Ethics don't just mean doing what is right, they also mean 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.

**For over 35 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 proven solution for modeling and pricing complex leases and loans and is trusted by 7 of the Monitor top 10 companies. Ivory Consulting Corporation is privately held and headquartered in Walnut Creek, CA.

## 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. Today, Ivory Consulting remains the leading provider of equipment lease and loan software and services.

## LEADERSHIP TEAM

### Chris Ivory, CLFP

- Founder & Board Member
- 35+ years providing solutions to the lease finance industry

### Steve Hays-Lohrey

- Owner, CFO & Board Member
- 35+ years providing solutions to the lease finance industry

### Scott Thacker, CLFP

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

### Fred Fischer, CLFP

- President & CTO
- Joined Ivory in 2004
- Leads the technological planning for the next generation of products

## EQUIPMENT LEASING AND FINANCE ASSOCIATION INVOLVEMENT

Ivory Consulting has been an ELFA member since 1990 and employees Scott Thacker, Martin Klotzman and Ray James are active with the Association.

Scott serves as the Chairman of the Board of Trustees of the Equipment Leasing & Finance Foundation and Founding Chair of ELFA Equality. Martin is a founding member and the Chair Emerging Talent Advisory Council and serves on the Service Providers Business Council Steering Committee. Ray serves as Chairman of the ELFA Research Committee and has been on the Committee for over 25 years.



Ivory Consulting's comprehensive understanding of every aspect of lease modeling and pricing proved to be of significant value to us. Their broad view of the capital equipment leasing market informed insights and recommendations for alternative measures of assessing economic and financial returns. In a short period of time, they instilled an understanding of how industry-wide accepted methodologies compare to those employed by Trinity."

Thomas Jardine  
Vice President  
TrinityRail Leasing & Management Services

## IVORY CONSULTING PRODUCTS AND SERVICES

### SUPERTRUMP

Makes modeling and pricing equipment leases and loans simple.

- **SUPERTRUMP CUSTOMIZATIONS**  
Create a custom version of SuperTRUMP by adding your unique pricing methodologies, yields, risk assessments, reports and more.
- **LEASE PRICING CONSULTING**  
Work through your most complex modeling and pricing challenges using industry-wide accepted methodologies and best practices.

### PORTFOLIO INTELLIGENCE

Constructs insightful analysis of equipment lease and loan portfolios.

### ASSET MANAGEMENT SOLUTION

Streamlines the entire asset management operation – valuations, early and end-of-term dispositions, asset remarketing and portfolio reporting.

## OUR PARTNERS

