

Client: A Finance & Leasing Broker

Service delivered:

Portfolio management

Gross receivables:

£70 million

Business volumes:

3,800 agreements

The client's requirement:

A finance and leasing broker, wished to increase shareholder value by developing its own book.

It was seeking a market-entry solution that did not involve the high investment in systems and administrative infrastructure usually required to set up, manage and account for a finance portfolio.

LPM Outsourcing's programme of action:

- In close consultation with our client, we established the necessary workflows and supporting operating procedures and then customised our system to meet the client's precise requirements.
- The services we deliver cover all administration, customer service, collection and accounting functions in a fully-branded client programme.
- Shareholder value was significantly increased and the business was sold in 2007, with LPM Outsourcing continuing to administer the portfolio for the new owners.
- The first agreement was processed for the client in 1998. Today, their portfolio has grown to £70 million.