



CASE STUDY

How JDR Solutions Helped a Start-Up Build a Multi-Billion Dollar Portfolio

The Journey from Incubation to Success
in the Equipment Finance Industry.

Overview

Every successful business has a story behind its growth and triumphs. This case study chronicles the remarkable journey of a start-up in the equipment finance industry that partnered with JDR Solutions in 2015. With our comprehensive support, this start-up transformed from an emerging business to a powerhouse with a multi-billion dollar portfolio. The strategies and services we provided played a pivotal role in their success, showcasing the importance of strategic partnerships in the business world.

The Problem

In 2015, a young start-up in the equipment finance industry approached JDR Solutions with a vision but lacked the financial and human resources to bring it to fruition. The company, in its incubation phase, needed comprehensive support to manage its technical operations and financial activities. This is where JDR Solutions stepped in, offering a robust suite of services that would allow the company to focus on what truly mattered—growing their business.

The Solution

JDR Solutions leveraged its extensive experience with the equipment leasing software chosen by the start-up. This was a crucial step in laying the foundation for efficient and effective operations. Our team took charge of maintaining the technical operations help desk and managing user profiles, ensuring that the software was up and running smoothly, and that the start-up's employees could rely on a dependable system.

Beyond technical support, JDR Solutions provided a range of portfolio management services. We handled customer and contract bookings, ensuring that all assets were accurately recorded. We also took care of generating and mailing or emailing customer invoices and ACH payments. Our team meticulously posted customer payments and reconciled them with the balances in the Equipment Leasing Software, maintaining financial accuracy and integrity.

Financial adjustments, such as modifications, extensions, and paydowns, were performed as needed, along with contract and asset dispositions, whether partial or complete. Non-financial contract changes were entered diligently, ensuring that all aspects of the business were up to date. We also tested and researched new business cases and functionalities within the Equipment Leasing Software, keeping the start-up at the forefront of innovation.



"For almost 25 years, JDR Solutions has been successfully providing business process outsourcing services to the Equipment Finance Industry."

Archiving management and accounting reports were part of our services, providing the start-up with a clear and organized record of their financial activities. We also conducted upgrade testing for the Equipment Leasing Software application program version, ensuring that the system remained current and efficient. For each upgrade, a comprehensive project plan was prepared, outlining the steps and expectations.

Additionally, we engaged third-party leasing tax professionals to handle complex tax matters. This included researching Sales and Use Tax treatment, preparing returns, and addressing Personal Property Tax concerns. The involvement of tax professionals ensured that the start-up remained compliant with all relevant regulations, mitigating risk and avoiding potential penalties.

The reason the start-up came to JDR Solutions was simple: they were in the incubation phase and lacked the funds and resources to hire a complete staff of their own. By partnering with us, they were able to sidestep the significant overhead costs of building an in-house team and instead focus their efforts on growing their business. JDR Solutions handled everything, from technical operations to financial management, allowing the start-up to channel their energy into strategic growth initiatives.

The Conclusion

The results speak for themselves. With JDR Solutions' comprehensive support, the start-up successfully transformed from a young business into a powerhouse with a multi-billion dollar portfolio. Our collaborative approach and dedication to their success enabled them to navigate the complexities of the equipment finance industry with confidence and agility.

This case study is a testament to the impact that JDR Solutions can have on start-ups and emerging businesses. By providing tailored services that address both technical and financial needs, we empower our clients to achieve remarkable growth and success. The journey of this start-up, from incubation to a multi-billion dollar portfolio, highlights the importance of strategic partnerships and the value of comprehensive support in building a thriving business.

Through our partnership, the start-up was able to realize their vision and establish themselves as a leader in the equipment finance industry. As they continue to grow and evolve, JDR Solutions remains committed to supporting them every step of the way, ensuring that their operations run smoothly and their business continues to flourish.

