



**BRIDGING THE GAP**



**FINANCIAL  
CONSULTANCY**



**SYSTEMS  
CONSULTANCY**



**OPERATIONAL  
CONSULTANCY**



**HUMAN CAPITAL  
SOLUTIONS**



**RICHMOND CONSULTING GROUP**

# Richmond Consulting is a leading provider of specialist consultancy services to the finance and leasing industry

## Why are we unique?

### Focus

We are a consultancy practice that is dedicated to the finance and leasing industry. Our services are based on an in-depth understanding of the marketplace and the trends that are shaping it.

### Our People

We only employ professionals with direct industry experience. Through our team of industry specialists, we bring to our clients years of practical experience gained with some of the industry's most successful companies. Many of our consultants are multilingual and have a great understanding of local business requirements. Our capabilities reflect a comprehensive range of services, from the implementation of systems, to accounting and operational consultancy.

### International Reach, Local Expertise

We serve our clients on a truly international basis. We have expert knowledge of local accounting, legal and operating regulations effective in each of the main European leasing and financial markets.

### Business Approach

Our focus on delivering quality and realising tangible results for our clients is paramount to our way of doing business. By partnering with our clients, we ensure that projects are successfully implemented to the client's specification, on time and on budget. Our team have a practical can-do attitude and ensure that capability is transferred to the client's local operating staff.

### Track Record of Success

Our client list is a powerful statement of our capabilities. We work with some of the most successful companies in the industry. Our portfolio of successful projects demonstrates our commitment to our clients, and our ability to deliver solutions to a broad range of needs.





## Financial Consultancy

Our extensive range of financial consultancy services help companies enhance and protect their value. Our industry experience places Richmond Consulting in a unique position to assimilate and evaluate accounting requirements and work with local management to recommend and implement solutions.

### Financial Reporting

Richmond Consulting has significant expertise in all major European and US GAAP.

### Financial Reconciliation

Richmond Consulting has considerable practical experience in reconciling clients' operational systems to their accounting systems, ensuring the integrity of company's source accounting transactions.

### Data Warehousing

The raw data stored in a company's transaction system is often too coarse and unmanageable for detailed decision making. Clients use Richmond Consulting's data warehousing expertise to access the real information they need to make informed business decisions.

### Pan-European Reporting Harmonisation

We have worked with a number of multi-nationals to ensure accounting consistency and reporting harmonisation across European subsidiaries.

### Full Contract Lifecycle Accounting

Our industry experience enables us to offer specialist accounting knowledge in all areas of the contract lifecycle.

### Project Services

Sometimes, due to time or staffing pressures a company finds it difficult to carry out specific one-off projects. Richmond Consulting provides expert project advice on tax compliance, securitisation, market entry, due diligence and treasury management.



## Systems Consultancy

Maximising the return from existing and new systems investments can lead to real competitive advantage. Richmond Consulting has a proven track record in systems implementations, conversions, and customizations.

### Systems Requirement Specification

Our industry experience places us in a powerful position to assimilate our client's business needs and to translate them into a rigorous systems specification.

### Independent Software Evaluation & Selection

Uniquely, we are not tied to any particular software vendor giving our client's both truly independent and expert advice.

### Systems Implementations

We have a detailed understanding of the industry's top contract management, accounting and cash management systems. We have a proven track record of successful client implementations, and pride ourselves on the delivery of complex systems that are on time, to budget and to the clients' specifications.

### Pan-European Rollout & Systems Harmonisation

Richmond Consulting provides a truly Pan-European systems rollout capability. With mobile implementation staff, we provide essential team continuity during a European rollout, thereby maximising consistency and control across each implementation.

### Data Conversions & Interface Design

Our strengths in accounting and systems delivery mean that we offer our clients true data conversion and interface design expertise.

### Systems Assurance

Businesses today depend on the integrity of their mission-critical systems for their survival. Richmond Consulting provides systems audit services which enable its clients to have confidence in the information they rely on to run their businesses.





## Operational Consultancy

Richmond Consulting is committed to help its clients build their businesses through fast, efficient and controlled operations. We can bring industry best practice to all aspects of lease and financial operations including: new business, underwriting, lease administration, customer care, collections, remarketing and portfolio management.

### Operational Reporting

The provision of relevant and accurate reporting is essential to allow management to make informed business decisions. Appropriate portfolio profitability and exception reporting can provide a powerful tool to any business. We help our clients design and implement value-added reporting right across their business operations.

### Transition Planning

Richmond Consulting has great experience in helping our clients plan for operational change. Whether it be changing from one external service provider to another, or moving operations to a client's wholly owned infrastructure, Richmond Consulting is a trusted partner in making the transition a success.

### Business Process Mapping & Reengineering

We work with our clients to map and document existing business processes and compare them with the best practice we have experienced in the industry.

This allows our clients to identify areas where they could make improvements to their processes and procedures. Our business process reengineering work has yielded real benefits including: transactional efficiency savings, tighter process controls and cost savings for our clients.

### Project Services

We are well placed to offer individual project consultancy which includes: new business start-up guidance (pan-European), mergers and acquisitions and legal compliance services.



## Human Capital Solutions

Any organisation's success and stability depends on its people. At Richmond Consulting we provide a range of people services that help our clients fulfil their business potential. Uniquely, we only employ professionals with direct industry experience. Many of our consultants are multilingual and have a deep understanding of local business requirements and cultures.

### Interim Management

Richmond Consulting can provide a rapid solution to gaps in operational management by making available experienced professionals able to act at short notice and on a temporary basis.

Our team of interim managers are top-level professionals who have held operational responsibilities in various environments. Their maturity and broad professional experience enable them to act quickly and effectively in difficult situations.

### Training

We have broad experience in developing and delivering client-centred training programmes ranging from general finance industry training to specialist systems training.

We provide structured tuition in a practical and meaningful way, with an emphasis on student participation.

### Project Management

We have significant experience in managing major financial and organisational projects.

Our project management team ensures that your project proceeds in an efficient and timely manner, and that the desired benefits of a project are delivered. Our project managers use appropriate methodologies to ensure that all stakeholders are kept properly informed, that all responsibilities are appropriately defined and that risks are managed on an ongoing basis.

### International Recruitment Services

Through our in-depth knowledge of the industry, we can assist companies seeking to recruit new staff or wishing to expand their operations across Europe.





**For more information please contact us at:**

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