New Captive Lease Co Phase 1

Client: UK Communications Company

The Situation

Our client, a UK communications company, was creating a stand-alone Finance Company to finance their equipment with a strategic plan to expand significantly in the future. To achieve this goal, they engaged in a two month project with VIP Apps Consulting to deliver a self-funding leasing model for the Captive Lease Co finance organisation, keeping the solution as vanilla as possible to expedite the launch.

In the phase 1 of this project, VIP Apps Consulting had to develop the business process landscape and integrated project plan for the implementation of a Lease Management System, Credit Reference Agency and integration to the client's in-house technology.

The Solution

VIP Apps Consulting develop the phase 1 of the project using the DELIVER methodology. DELIVER is a multi-disciplinary framework for technology implementation, business transformation and migration projects. It provides a blueprint set of tasks with supporting tools, proprietary methodologies, industry-specific templates, and leading practices that increase project visibility, drives efficiency, and lowers the cost of technology solutions implementations.

The phase 1 of the project consisted of Discover, Engage and Landscape DELIVER phases:

Leveraging VIP Apps Consulting's experience in captive asset finance start-ups, we worked together with our client to understand key stakeholders, captive setup activities, potential business applications and architecture. A key component of this phase was to evaluate the Lease Management Systems solution to the captives needs.

Having discovered the client situation, we set up the project structure, team and governance model for phase1.

The Project

- Define the Business Process Landscape for the new Co

- Complete the Discovery Phase with the Lease Management System (LMS) provider

- Establish full scope and implementation plan to launch the Captive new Co

The Solution

- Managed phase 1 using our Project Management tool (PM)

- Creation of business processes

- Leasing system discovery notes tracking implementation traceability, using our Project Lifecycle Management tool (PLM)

The Solution

- Led architectural discussions to decisions

- Established future systems landscape architecture

Results

- Phase 1 completed in 8 weeks as planned

- Board approval achieved for implementation

- Clear business process landscape in place

- Full consolidated project plan and scope ready for Phase 2.

We engaged with the parent companies' internal IT teams and new business coordinators, to review existing architecture, processes and integration points. With the existing architecture understood, additional system applications for the captive were identified as:

- Potential back-office leasing
- Credit applications
- Data warehousing
- Insurance administration

To establish the **process landscape**, the project team conducted targeted business area workshops based on blueprints. These flows were discussed and developed into the captives specific target business model, considering operational roles and responsibilities, vendor applications and integrations. During these workshops the project team captured detailed notes using our Project Lifecycle Management tool from the parent and new co management to be turned into user stories for traceability through delivery.

VIP Apps Consulting then produced a consolidated project plan specifying the captive business setup activities and full system implementation. The captive management team then worked to identify the parent companies' available resources to complete the project and identify the team able to execute the implementation.

Results and Benefit to the Client

VIP Apps Consulting provided leasing expertise, project discipline and blueprint flows, working with the captives new management team to produce the outputs required by the board to approve implementation and launch of the Captive.

Phase 1 of the Captive Landscape project was successfully completed on time with the Lease Management System provider discovery output complete, business tasks identified, and the system implementation incorporated into a full project plan ready for phase 2 implementation.