



# CAPABILITY STATEMENT Optimal Leasing LLC

President & CEO: Larry Robinson

## Core Competencies

To date, the following six Core Competencies in Equipment Leasing make Optimal Leasing LLC an outstanding MBE choice among its peers.

- 30 years experienced leadership in all facets of third party lease financing
- Integrity and availability in financing critical capital assets
- Quick decision process for large lease acquisitions
- True leases, Tax leases, FMV leases with Purchase & Put options
- Low risk, flexibility & convenient lease structures to hedge against obsolescence
- Cisco Maintenance and Asset Management program through strategic partner relationship

## PAST PERFORMANCE

	Approximate Volume	Leased Equipment Type
• AT&T	30M	IT, Computers, Laptops, Routers, Networking
• Chrysler	40M	IT, Computers, Printers, Material Handling, Motion Tractors
• Delphi Automotive	2.5M	Machinery, Material Handling, Modular Buildings
• Electro-Motive	250K	Scanning System, Material Handling
• EWD, LLC	2M	Material Handling, Line Printers
• General Motors	2M	Material Handling
• Guide Corp	300K	Machinery, Material Handling
• Jefferson Smurfit	7M	IT, Computers, Laptops, Printers
• Other customers, Potomac Power & Electric, Kellogg, Yazaki North America, Hewlett Packard, Yale, John Deere, Dell Computers and many more. . .		
• Largest Single Contract 30M		
• 25 Year Chrysler Relationship- Manager of Supplier Diversity – 248-576-2757		

## DIFFERENTIATORS

- Drive By Leasing ©
- Full service Lessor
- Founding MBE Lessor
- 10B Regional Bank Support
- Ability to fund a variety of asset types
- Experienced Admin and Doc team
- Strong Strategic Partners
- Better Asset Tracking Tools
- Hassel-Free Disposal
- No-"All-or-None" Clause in our Master Lease
- MLA allows for serial number substitution and like for like-for-like returns
- Optimal does not charge Fees or require any Good Faith Deposits
- Strong Commitment & Reliability
- All Servicing Performed by Optimal

## COMPANY DATA

Optimal Leasing Company Corp. has been in business since 1996. In August of 2012 the company has changed its corporate structure to **Optimal Leasing LLC**. For several years Optimal Leasing (dba) has operated as an independent Minority Business Enterprise Lessor with an emphasis on Capital equipment primarily IT, Data Storage, Telecom, Point of Sale, Medical and Material Handling equipment. Average projected deal size is between 100K - 3M. Equipment transactions above 3m are welcomed. Lease financing is available for North America and Canada. Through a strategic partner relationship Optimal Leasing LLC has admin support of more than 50 person staff.

## Pertinent Codes

- [x] SIC: 7359, 7352, 7353, 7377
- [x] DUNS: 078603566
- [x] FIC: 7359
- [x] NAICS: 52220, 532420
- [x] CAGE Code: 6TGY6
- [x] Accept Credit and Purchase Cards
- [x] ACH Payments
- [x] PSC: W070, W071