MaNavette.com has experienced recent success in the staff transportation sector; however, the capital intensity of this expansion has left the company highly leveraged, making it increasingly difficult to expand further. New leasing contracts for vehicles are not easy to sign due to the high financial leverage, and without these new vehicles it is impossible to commit to new clients.

We have been tasked with helping the company identify alternative methods of vehicle financing to help the scalability of the business and reduce the cycle time between signing a new contract and providing the service.

Our objective was to understand all steps and players in the contract implementation process in order to identify possibly bottlenecks and recommend proactive solutions. Through interviews, we mapped the process and helped define clear roles and responsibilities of every employee. As part of our deliverables, we developed a tool to help redefine these roles after expansion.

We evaluated different financial strategies for vehicle acquisition in order to determine the best financing option to enable sustainable growth.

The options were analyzed through financial modeling and validated through expert interviews (auto dealerships, banking and leasing institutions, development agencies, and current and prospective clients).

As part of our deliverables, we developed a financial model, and a recommendation on the best course of action. Additional insights from the interviews were also shared with our host.