

Knowledge Hub

*Your source for business intelligence
on the equipment finance industry
in one centralized location on the
ELFA website.*

Your One-Stop Access to Equipment Finance Business Intelligence



Business Technology Performance Index

Examines the technology initiatives that equipment finance companies are undertaking to drive their firms forward.

Credit Managers Survey

Provides an in-depth look into credit practices and how they are changing and evolving each year.



Collections Effectiveness Survey

Survey on the best practices of collections.

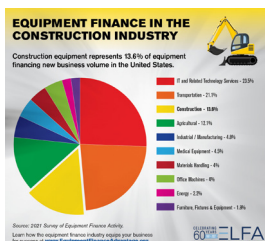


Equipment Leasing and Finance Compensation Survey

Covers over 100 positions and all different levels of management (VP, manager, analyst).

Industry Fact Sheets

Summaries of key data from ELFA and external sources for 10 of the most popular industry verticals.



Industry Topics

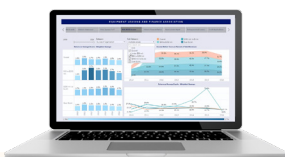
Dynamic pages allow you to take advantage of unique resources and business intelligence from ELFA and the Equipment Leasing & Finance Foundation (ELFF), from articles to events to research.

Industry Information Help Desk

Contact Bill Choi (bchoi@elfaonline.org) if you can't locate the business intelligence you are looking for.

Interactive SEFA Dashboard

View highlights from industry benchmark data going back to 2006 in this powerful online platform. Drill down into the data you care about, in just a few clicks--by type of organization, ticket size, organization size and business model.





Monthly Leasing and Finance Index (MLFI-25)

Takes a snapshot of 25 companies on 5 key metrics: new business volume, aging of receivables, charge offs, credit approvals, and employment in the industry. Special cuts for Banks and Small Ticket are also available.



MySEFA Dashboard

SEFA participants get a customized dashboard that compares metrics against similar companies in their peer group.



Online Discussion Groups (ELFAConnect)

Share best practices and tap into the ELFA membership base to see how others are tackling the same issue.



Small & Medium Enterprise Compensation Survey

For companies with under \$500M in New Business Volume. Includes 19 specialized revenue and support positions at bank, captive and independent equipment finance companies.



State Law Compendium

50-state guide to compliance with selected state statutes and regulations.

State Tax Manual

Designed to aid equipment finance companies in tax compliance and planning, provides a comprehensive state-by-state analysis of sales and property taxes.



Survey of Equipment Finance Activity and Small Ticket (SEFA)

The SEFA is the most important source of statistical information available on the nearly \$1 trillion equipment leasing and finance industry. Put the data to work for you: benchmark your company, discover which sectors are most profitable and stay on top of industry trends. Participate and you receive the report for free.



What's Hot, What's Not: Equipment Forecast

Covers popular asset classes that equipment finance companies have exposure to and assesses their past, current and future potential for each equipment category.

The **Knowledge Hub** is a one-stop online library that provides easy access to ELFA's wide range of industry data and information. Looking for industry data, benchmarking and statistical resources? Visit <https://www.elfaonline.org/KnowledgeHub> to learn more.