



## **Auto Finance Operational Structure Analysis**

**Client Need:** A growing captive auto lender sought industry information regarding the relationship between organizational structure and operational scale within core lending processes to support facilities expansion planning.

**Solution:** BenchMark utilized its proprietary database to assess the optimal relationship between organizational structure and scale by core process. The analysis also highlighted relationships between business processes from a geographic alignment perspective. BenchMark provided the client with a summary of current trends in facilities layout and a high-level facilities planning model.

**Results:** Client incorporated BenchMark's findings into business case for opening a new origination center.