

Quarter

All

Channel

All

Equipment category

All

Executive Overview

Applications received

5,973

Approval rate

72.4%

Median turn time (business days)

3.4

Funding conversion

47.4%

Funded volume

\$212.3M

Funded applications: 2,832

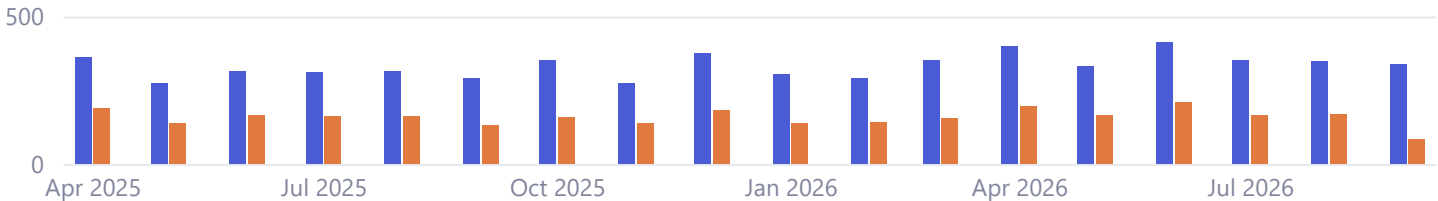
Approvals reversed

188

Reversal rate: 4.7%

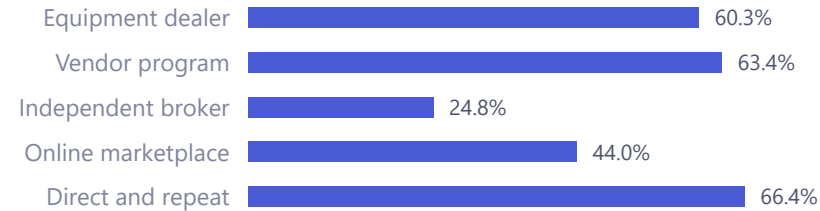
Applications received and funded by month

Received Funded



Funding conversion by channel

Share of applications received that funded.

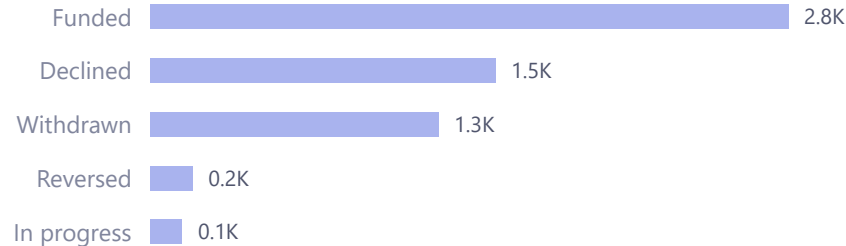


Median turn time by month

Business days from receipt to credit decision, through August 2026.



Where applications stand



Quarter

All

Channel

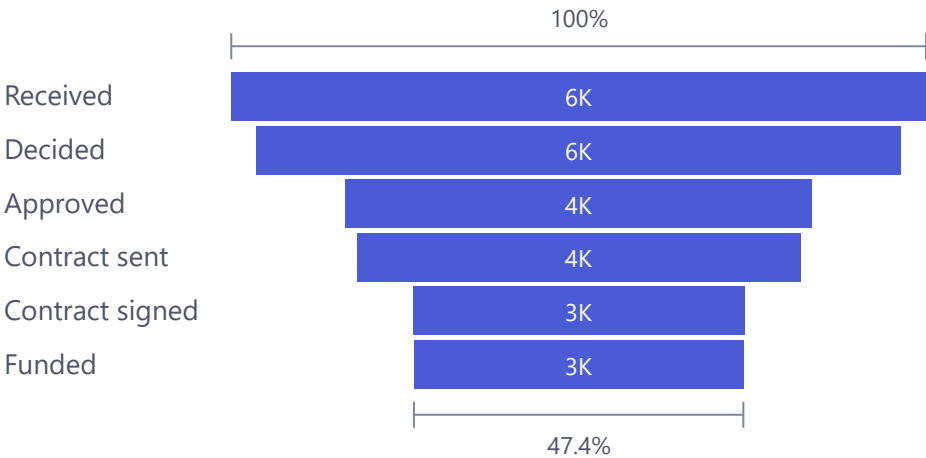
All

Equipment category

All

Application Flow

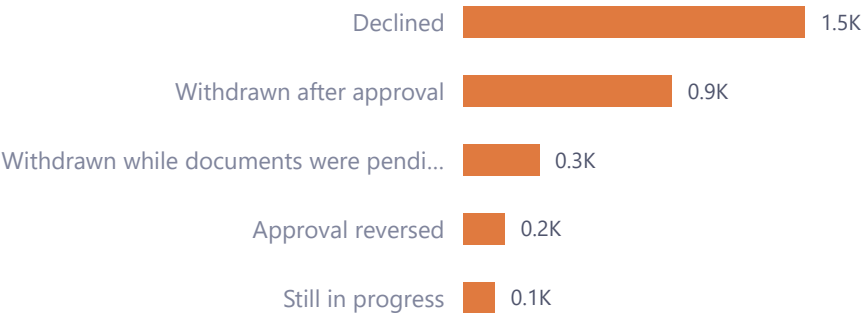
From application to funded deal



Conversion by channel

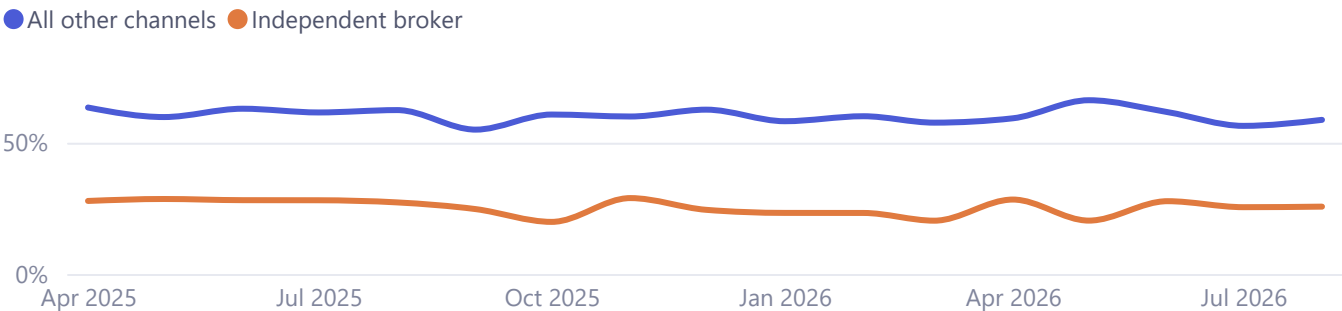
Channel	Applications	Approval Rate	Signed of Sent	Funding Conversion	Funded volume
Equipment dealer	1,734	78.7%	86.8%	60.3%	\$79,368,500
Vendor program	754	82.1%	88.0%	63.4%	\$34,430,750
Independent broker	1,987	58.5%	49.0%	24.8%	\$39,124,250
Online marketplace	798	72.3%	68.1%	44.0%	\$25,574,250
Direct and repeat	700	85.1%	88.8%	66.4%	\$33,796,000
Total	5,973	72.4%	74.7%	47.4%	\$212,293,750

Where applications that did not fund left



Funding conversion by month: independent brokers against all other channels

September 2026 is left out because many of its files are still open.



Turn Time

Quarter

All

Channel

All

Equipment category

All

Median turn time

3.4

75th percentile

5.2

Decided within 3 days

42.5%

Decision wait, last 3 business days

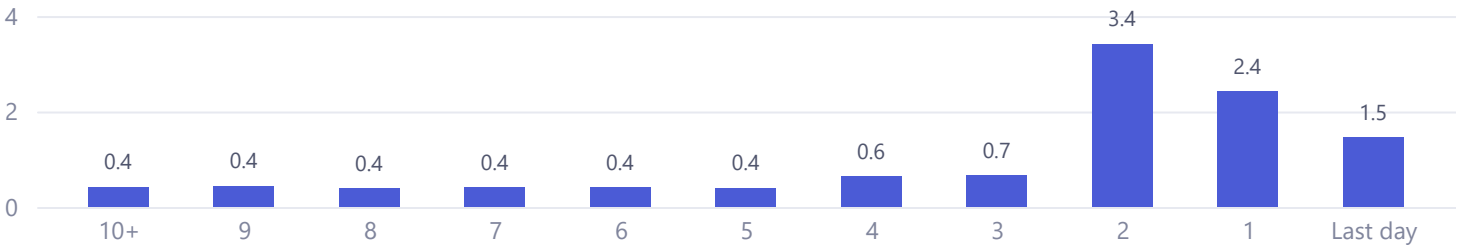
2.1

Decision wait, rest of month

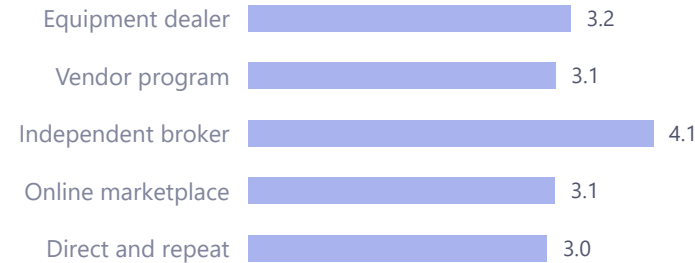
0.4

Decision wait by business days left in the month when the file was complete

Files completed near month end wait longer for a decision.



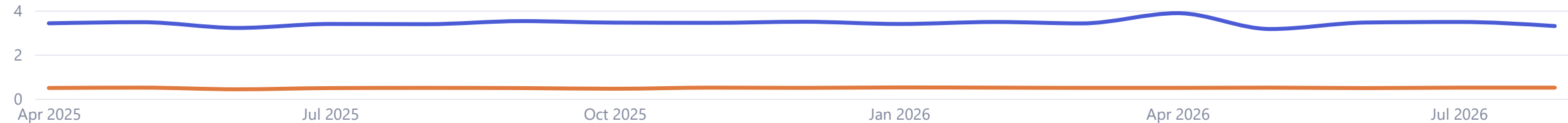
Median turn time by channel



Turn time and decision wait by month (business days)

September 2026 is left out because many of its files are still open.

● Turn time ● Decision wait after file complete



Document Requests

Quarter

All

Channel

All

Equipment category

All

Applications with a request

76.0%

Requests per application

1.6

Median document wait (days)

1.8

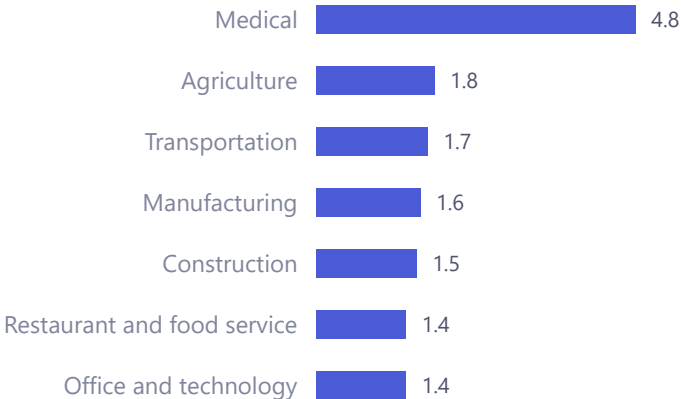
Waits over 5 business days

9.7%

Outstanding requests

423

Median document wait by equipment category



Requests by document type



Median wait by document type

Business days. Medical against all others.

Document type	All other categories	Medical
Bank statements	1.5	
Business tax returns	1.6	4.7
Driver and operating history	1.7	
Equipment invoice	1.6	4.9
Financial statements	1.6	
Insurance certificate	1.6	
Personal guarantee	1.3	
Practice financial statements		4.9
Professional license		5.1

Median document wait by month: medical equipment against all other categories

All other categories Medical



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Equipment category

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Decisions and Reversals

Decisions made

5,543

Approval rate

72.4%

Approvals reversed

188

Reversal rate

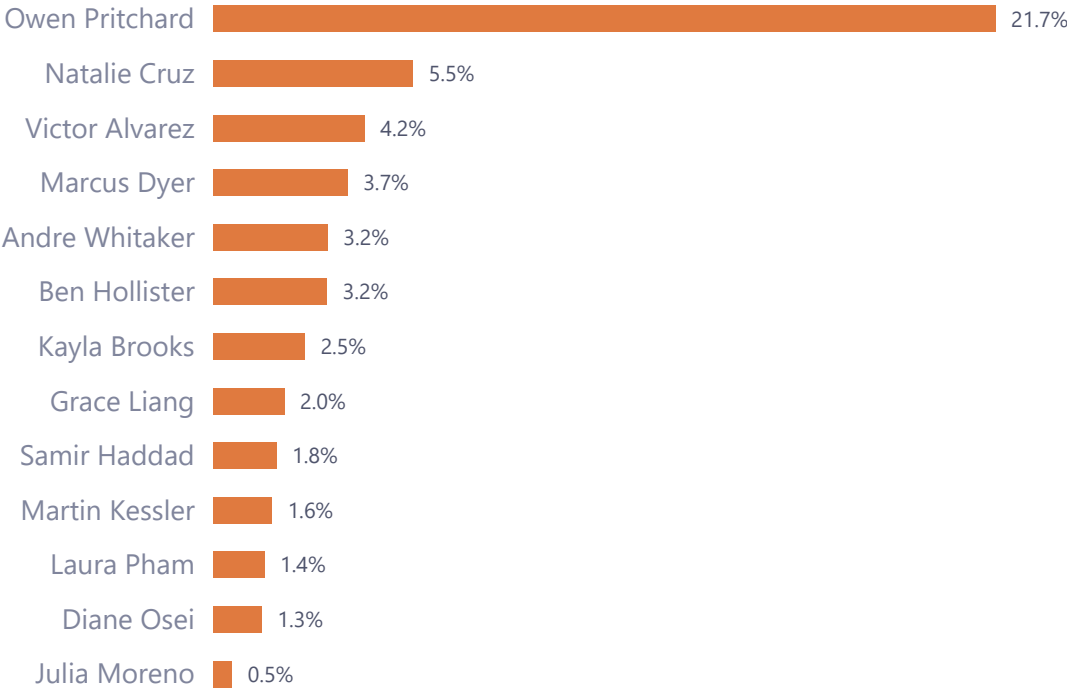
4.7%

Requested amount reversed

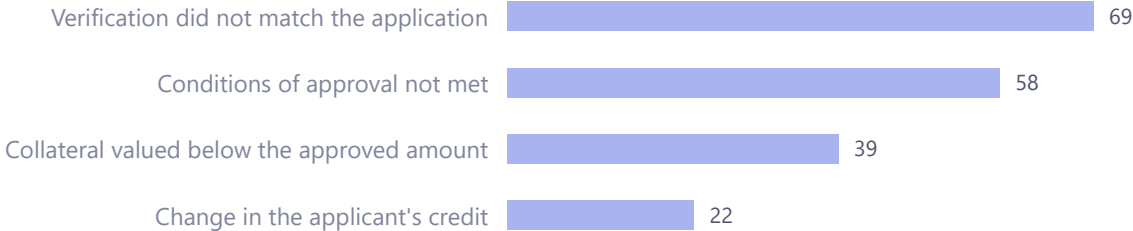
\$13.3M

Reversal rate by credit officer

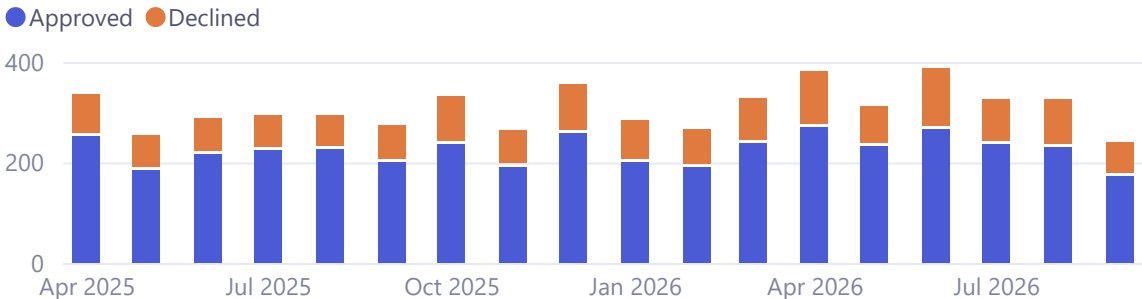
Share of each officer’s approvals that were later reversed.



Why approvals were reversed



Decisions by month



Quarter

All

Channel

All

Equipment category

All

Officer Scorecards

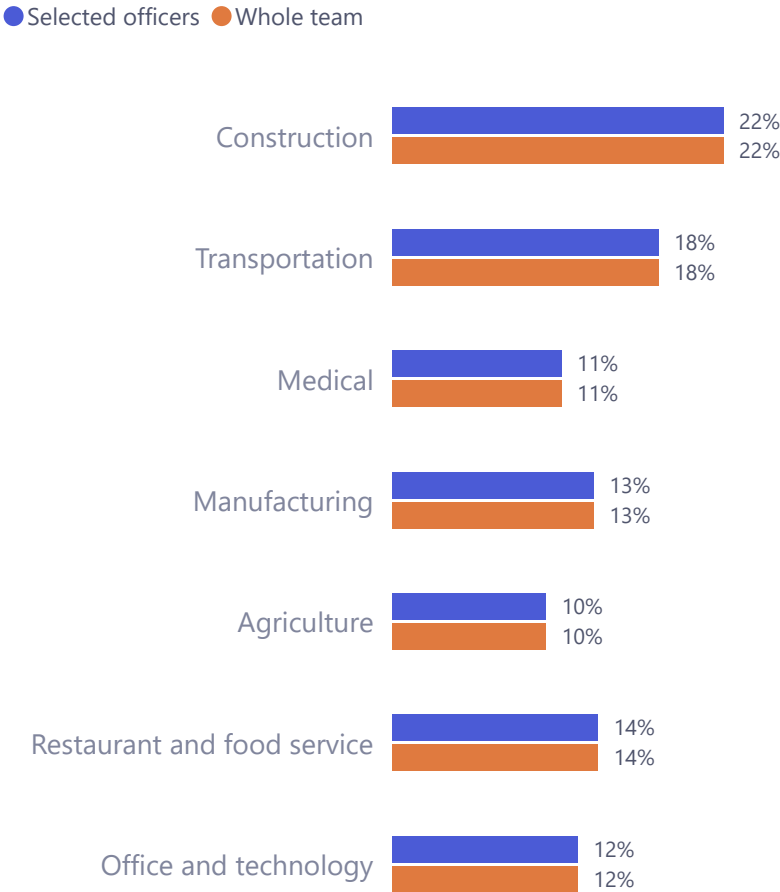
Credit officer scorecard

Compare each officer with others at the same level.

Officer	Level	Decisions	Approval Rate	Reversal Rate	Median Turn Time	Requests per Application	Funded volume
Owen Pritchard	Junior	600	71.5%	21.7%	3.1	1.6	\$15,598,750
Samir Haddad	Junior	585	68.2%	1.8%	3.4	1.6	\$17,985,250
Andre Whitaker	Junior	577	76.4%	3.2%	3.3	1.6	\$20,874,750
Kayla Brooks	Junior	577	75.0%	2.5%	3.4	1.6	\$19,335,000
Grace Liang	Junior	551	73.5%	2.0%	3.4	1.6	\$17,094,750
Natalie Cruz	Junior	550	72.2%	5.5%	3.4	1.6	\$17,621,750
Julia Moreno	Junior	526	72.8%	0.5%	3.4	1.6	\$18,105,000
Ben Hollister	Junior	520	73.1%	3.2%	3.6	1.6	\$18,514,750
Marcus Dyer	Junior	263	71.5%	3.7%	3.9	1.6	\$7,015,250
Diane Osei	Senior	223	66.8%	1.3%	3.1	1.5	\$16,776,000
Laura Pham	Senior	193	73.1%	1.4%	3.7	1.8	\$12,651,750
Victor Alvarez	Senior	192	74.5%	4.2%	3.8	1.7	\$17,388,500
Martin Kessler	Senior	186	66.1%	1.6%	3.8	1.5	\$13,332,250
Total		5,543	72.4%	4.7%	3.4	1.6	\$212,293,750

Mix of equipment categories decided

Click an officer in the scorecard to compare.



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All

Equipment category

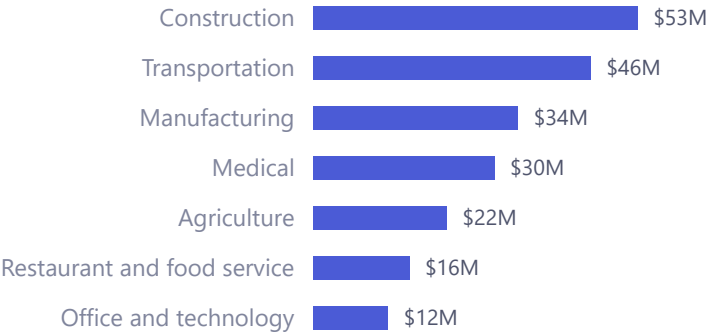
All

Equipment Categories

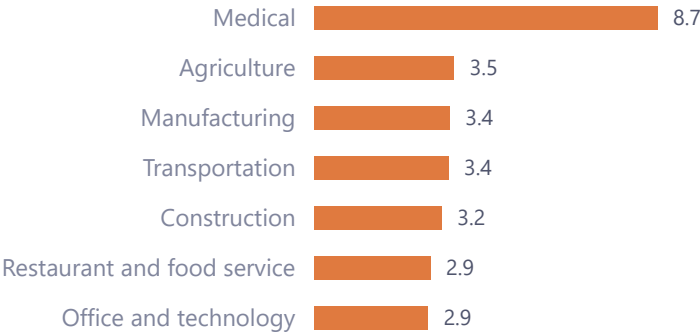
Equipment categories side by side

Equipment category	Applications	Average requested	Approval Rate	Median Turn Time	Median Document Wait	Funding Conversion	Funded volume
Construction	1,297	\$95,012	72.3%	3.2	1.5	47.5%	\$53,290,750
Transportation	1,053	\$96,806	71.9%	3.4	1.7	49.0%	\$45,590,250
Medical	694	\$92,656	76.3%	8.7	4.8	49.0%	\$29,770,500
Manufacturing	804	\$106,344	71.7%	3.4	1.6	44.3%	\$33,649,250
Agriculture	606	\$87,396	69.7%	3.5	1.8	43.9%	\$21,942,250
Restaurant and food service	794	\$40,526	69.6%	2.9	1.4	48.6%	\$15,773,250
Office and technology	725	\$36,857	75.6%	2.9	1.4	48.6%	\$12,277,500
Total	5,973	\$81,506	72.4%	3.4	1.8	47.4%	\$212,293,750

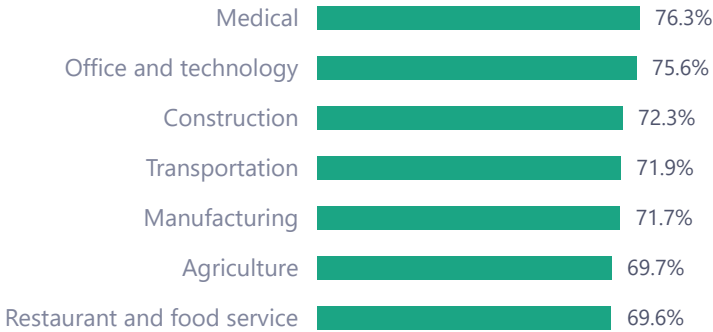
Funded volume



Median turn time



Approval rate



About This Report

About this report

This report follows credit applications at a fictional equipment finance company from receipt to funding. Every name and figure is fictional sample data.

How the numbers are counted

Turn time is business days from receipt to the credit decision. Decision wait starts when the last requested document arrives.

Funded volume on most pages counts applications by the date they were received, so groups of applications can be compared fairly.

How it was built

The report is a Power BI model with ten tables from one Excel workbook, four small tables built in DAX, and an inactive relationship on funding date that specific measures switch on.

The same model feeds the Operations Workflow and Referral Partner Sales reports.