

# LINC Capital, Inc. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

<https://marketpublishers.com/r/L4158C7FC2DBEN.html>

Date: May 2025

Pages: 50

Price: US\$ 499.00 (Single User License)

ID: L4158C7FC2DBEN

## Abstracts

LINC Capital, Inc. Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between LINC Capital, Inc. and its competitors. This provides our Clients with a clear understanding of LINC Capital, Inc. position in the Industry.

The report contains detailed information about LINC Capital, Inc. that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for LINC Capital, Inc.. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The LINC Capital, Inc. financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-

term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes LINC Capital, Inc. competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of LINC Capital, Inc. business.

### **About LINC Capital, Inc.**

LINC Capital, Inc.'s (the Company) predecessor was organized in 1975 and focused its activities primarily in the leasing of equipment to businesses engaged in the healthcare industry. The Company is a specialty finance company that provides leased equipment, asset-based financing, and equipment rental and distribution services to growing businesses. The Company provides its specialized financing services through the following four business units: Select Growth Finance (or Select Growth), Portfolio Finance, Rental and Distribution and Vendor Finance.

#### **Business Units**

##### **Select Growth Finance**

The Company's Select Growth Finance activities consist of the origination (directly and through strategic relationships) of non-cancelable, full pay-out leases and other asset-based financing transactions (primarily accounts receivable lines of credit) to emerging growth companies in the telecommunications, high-tech manufacturing, internet-related and information technology industries. Such companies include manufacturers and developers of technological products, software developers, information service providers, and Internet and telecommunications service companies. Since 1993, the

Company has provided leasing to over 175 companies including Northern Light Technology, Inc., Usinternetworking, Inc., iOwn Holdings, Inc., Goto.com, Inc., Corvis Corporation, Verio, Inc., Shopnow.com, Inc., and The Spinner Networks, Inc. A majority of the Company's Select Growth Leasing clients are supported by institutional private equity investors, which provide equity and working capital and management resources to such customers. Such private equity investors include Kleiner Perkins, Accel Ventures, Institutional Venture Partners, Draper Fisher Jurvetson, idealab! Capital Partners, Oak Investment Partners, and Menlo Ventures.

### Portfolio Finance

The Company has had portfolio finance relationships with more than 20 companies and has acquired a total portfolio of over 60,000 leases. The Company finances leasing companies characterized by: strong customer or vendor relationships; lease transactions which range in size from \$1,000 to \$250,000; needs for committed financing and servicing relationships; and a focus on customers which are not effectively served by more traditional funding sources.

### Rental and Distribution

The Company's Rental and Distribution activities consist of the rental, distribution and leasing of analytical instruments, such as gas and liquid chromatographs, mass spectrometers and atomic absorption systems through its LINC Quantum Analytics Division headquartered in Foster City, California and the distribution and leasing of Internet access equipment, routers, networking, telecommunications and other information technology equipment through its LINC Internet Finance + Equipment Division located in Charlotte, North Carolina.

The Company's major Rental and Distribution customers are New York City Medical Examiner, Quanterra Environmental Services, Inc., Dow Chemical Co., Cargill, Inc., and Battelle Memorial Institute, Inc.

### LINC Quantum

The Company's LINC Quantum Analytic Division offers its Rental and Distribution customers generally three types of rental and leasing arrangements: short-term rentals with terms ranging from as short as two weeks to one year; operating leases with terms ranging from 12 to 48 months; and full-payout leases with terms ranging from 36 to 60 months.

## LINC Internet Finance + Equipment

The operations of the LINC IF+E Division, acquired in August 1999, are conducted separately from those of the LINC Quantum Analytics. LINC IF+E distributes and leases Internet access equipment, routers, networking, telecommunications and other information technology equipment manufactured by such companies as Lucent Technologies, Cisco Systems and 3-Com directly and through its web site, [www.internetfinance.com](http://www.internetfinance.com), to Internet service providers, competitive local exchange carriers and other companies engaged in e-commerce, and also re-markets used Internet access equipment through its auction web site, [www.ispconsign.com](http://www.ispconsign.com).

## Vendor Finance

Comstock Leasing Inc. In February 1998 the Company acquired Comstock Leasing Corporation (Comstock), a small-ticket lessor with offices in Minneapolis and San Francisco to create the LINC Comstock Division of the Company (LINC Comstock). LINC Comstock supports third-party brokers and vendors as a lessor of a variety of equipment, including office-based information technology equipment.

Monex Leasing, Ltd. In March of 1998, the Company acquired substantially all the assets of Monex Leasing, Ltd. (Monex), a vendor-driven equipment lessor headquartered in Houston, Texas to create the LINC Monex Division of the Company (LINC Monex). LINC Monex works with distributors and vendors of telecommunications, business and medical equipment, primarily in Texas and the Southwest.

Spectra Precision Credit Corp. The acquisition of Spectra Credit which has become the LINC Vendor Services Division of the Company (LINC Vendor Services) expanded the Company's vendor financing business, introduced the Company to new equipment and end-user markets, and provided an international presence for the Company with LINC Vendor Service's office in the United Kingdom.

Connor Capital Corporation. In January 1999, the Company acquired Connor Capital Corporation (Connor), located in Chicago to form the LINC Connor Division of the Company (LINC Connor). LINC Connor specializes in captive vendor finance programs, primarily in the machine tool, printing and woodworking industries.

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.

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## ANALYSIS FEATURES

### SWOT Analysis

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

### Enhanced SWOT Analysis

Enhanced SWOT is a 3x3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

### PESTEL Analysis

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.

## Key Factors Examined by PESTEL Analysis:

**Political** – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

**Economic** – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

**Sociological** – What cultural and societal aspects will work upon the demand for the business's products and operations?

**Technological** – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

**Environmental** – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

**Legal** – What laws and legislation will exert influence on the style the business is carried out?

## **IFE, EFE, IE Matrices**

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors

integrated into one suggestive model.

## **Porter Five Forces Analysis**

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

## **VRIO Analysis**

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity

## Reputation

### Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?

Rare?

Costly to imitate?

Organized properly?

## I would like to order

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