



Expert Negotiating and Consulting Services for the Leasing and Finance Industry

Are you ready for the new normal?

As consultants to the leasing and finance industry we are frequently asked when we believe the industry will return to normal. The answer is not simple. Our industry is in the middle of a transition from a period of high liquidity to a new era of reduced leverage and higher expectation from providers of equity and all other forms of capital.

Our firm has been assisting industry players of all sizes with the issues created by the changes thrust upon companies over the past many months. The good news is the finance community has turned a significant corner and those who have survived are in a great position to capture additional market share as the recovery continues.

How we can help...

Finding New Funding

There is funding available to finance companies but only the best will satisfy the expectations of existing and new players in the market. Our services include a complete operational review in advance of presenting to potential new sources of financing. Our thorough review establishes the areas of strength and weakness in your firm. By undertaking to address the weaknesses your company will be better positioned to succeed in the current credit markets than your competition.

Mergers and Acquisition

There are parties interested in investing into or acquiring leasing and finance companies. These parties are convinced that the current instability is creating opportunities for the strongest companies to gain significant market share and generate strong earnings during the recovery. A good strategic partner can bring new value to your company and the potential for strong liquidity events now and in the future.

Greater Services in All Areas of the Business and All Parts of the Globe

Our recent announcement that we have joined [The Alta Group](#) gives our firm contacts around the world and the ability to compliment our existing skill sets with the skills of some of the strongest minds in our industry.

Contact Us!

[Hugh Swandel](#): 204.477.0703; **[Murray Derraugh](#)**: 204.487.0879

[Web Site](#)

...Page 2



Swandel and Associates is a member of [The Alta Group](#), the leading provider of consulting services to equipment leasing and financing companies worldwide. As part of The Alta Group, we utilize the resources of this international network of over 30 equipment leasing and financing experts to better serve our clients in the U.S. and Canada. Swandel and Associates provides profitable solutions to strategic, operational and funding issues.

Hear Us Present at Upcoming Conferences or arrange a Face to Face Meeting at an Event:

- [NEFA Conference](#)
 - o National Equipment Finance Association Summit March 19-21, 2010 in Dallas, Texas
- ABS Conference (Canada)
 - o 13th Annual ABS 2010 conference on June 6-8, 2010 at Niagara-on-the-Lake

Recent Articles

Please check out the recently published articles that we have written:

- [When the Floodgates Burst — How Business Resumption Planning Can Help Your Company](#)
- [Looking for a Funding Partner? What you Should know about your Company Before Finding a New Funding Source](#)

Recent Assignments

- Retained by the Canadian Finance and Leasing Association to assist in dialogue with the Canadian government on how to implement practical assistance for independent finance companies. This assignment included the preparation of a complete document entitled "Implementing a Private Securitization Funding Model". Recently a formal funding program has been announced.
- Retained by industry service provider to conduct a market study identifying qualified customer base for the product sold by the service provider.
- Retained by leading finance companies seeking strategic alternatives (Merger and Acquisition, Funding).
- Retained by well known company to create a thorough Business Resumption Plan.
- Retained by two finance companies to review workflow processes and create and update operations manuals.

Contact Us!

[Hugh Swandel](#): 204.477.0703; **[Murray Derraugh](#)**: 204.487.0879

[Web Site](#)



The Alta GroupSM

Swandel and Associates is a member of [The Alta Group](#), the leading provider of consulting services to equipment leasing and financing companies worldwide. As part of The Alta Group, we utilize the resources of this international network of over 30 equipment leasing and financing experts to better serve our clients in the U.S. and Canada. Swandel and Associates provides profitable solutions to strategic, operational and funding issues.