

Expert Negotiating and Consulting Services for the Leasing and Finance Industry

We are helping firms like yours...

Swandel and Associates' membership in The Alta Group (www.thealtagroup.com) enhances our contacts around the world, as well as our ability to complement our own skill sets with those of some of the strongest minds in our industry. We've recently been busy with a wide range of projects like those outlined below.

Recent Assignments

Due Diligence

Our firm has been engaged by multiple clients to execute a detailed due diligence process reflecting the most recent industry trends. The Alta Group has been tracking the changing trends in credit adjudication, delinquency, default and asset recovery results. The Alta Group believes they provide the most specialized and insightful due diligence of asset-based finance companies.

RFP Support

The Alta Group was asked by a leading industry service provider to assist with responding to a complex request for proposal. Support included detailed market intelligence, performance metrics, and policy and procedure documentation for all areas of operation.

Industry Market Study

The Alta Group was engaged by a Global Financial services entity to provide a detailed analysis of market opportunity in the North American asset based finance industry. The study included a complete review of the health of industry players and an assessment of how industry market share was being redistributed in the light of recent industry developments.

Merger and Acquisition Support

Our firm has been engaged by multiple clients to assist with exploring and negotiating strategic alternatives. Projects included approaching and soliciting sales and acquisition opportunities.

Funding

The Alta Group has played a key role in assisting existing and new providers of funding to the North American asset-based finance industry.

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Contact Us!

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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.*

S&P Servicer Rating

Our firm recently assisted Spartan Servicing Inc., a BPO company, to prepare and attain an S&P Select Servicer Listing. This project required several months to compile necessary documentation, respond to information requests and prepare for the audit.

Government Consultation

Our firm was 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 document entitled "Implementing a Private Securitization Funding Model". Recently a formal funding program has been announced.

We will be attending several upcoming conferences where we look forward to further exploring how The Alta Group can help your company flourish in the current market place.

Canadian Finance and Leasing Association National Conference

September 22-24, 2010
Vancouver, British Columbia

NEFA Funding Symposium

Thursday, October 14 - 16, 2010
Atlanta, Georgia

ELFA 49th Annual Convention

October 24 - 26, 2010,
Boca Raton, Florida

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