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## The Transforming World of Vendor Captive Finance

Captive and vendor equipment finance organizations are transforming themselves in ways that were unpredictable even five years ago. This [article](#) by Paul W. Frechette, Valerie L. Gerard, and David S. Wiener discusses the size and scope of the sector, changes taking place in captive and vendor leasing, new challenges as well as evergreen concerns, and financing innovations underway.

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## What is Keeping Executives Up at Night?

In this [video](#), Paul Frechette describes how captive and vendor equipment leasing companies are resolving key challenges in order to grow their businesses. He discusses the market assessments needed when introducing new product financing or expanding to new countries; cloud financing, also known as managed solutions transactions; and the lease management systems required moving forward.



Paul Frechette, The Alta Group

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