



The Alta GroupSM

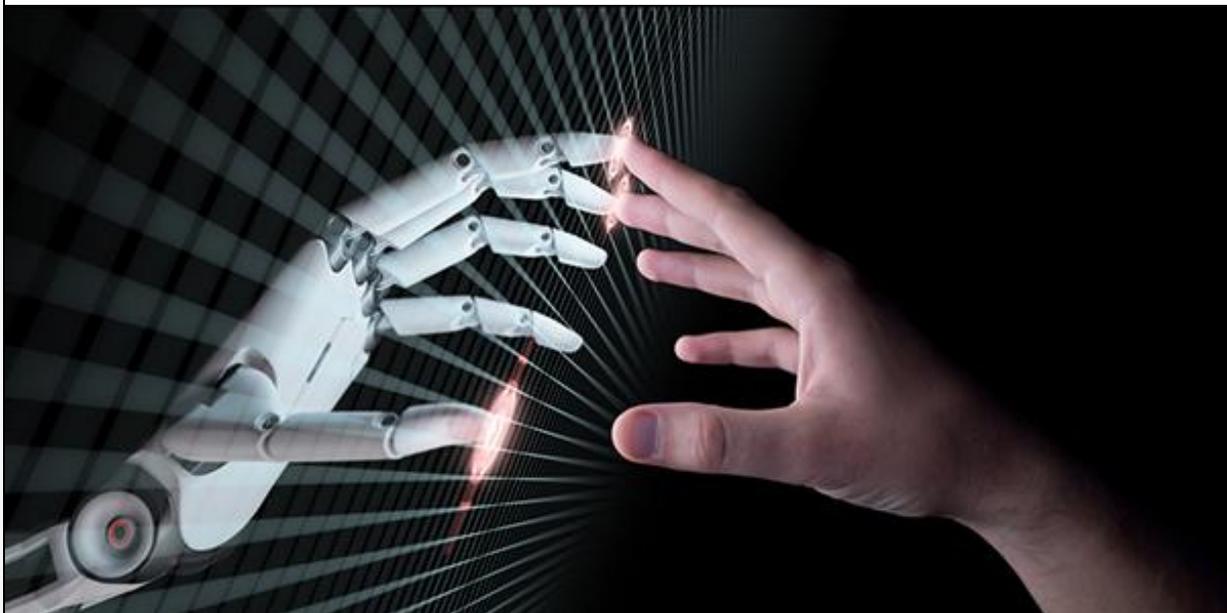
Global Experience Provides Direction



October 2018

Trending Topics for Convention Season

Here's a roundup of news, research, podcasts and articles to help you prepare for the ELFA Annual Convention and other equipment finance conferences this fall. Our consultants from the U.S., Canada, Latin America and Europe are [setting appointments](#) to meet industry colleagues while in Phoenix.



Robotics & The Sharing Economy — Futuristic Convention Topics, Or Are They?

From the impact of robotics technology on equipment finance to the sharing economy's influence on evolving business models, breakout sessions of the ELFA Annual Convention will prepare companies to innovate.

The robotics session will discuss new financing opportunities, challenges and soon-to-be-released Equipment Leasing & Finance Foundation research. The sharing economy panel will focus on changing business models and customer expectations, including insights from the CEOs of KWIPPED and Cohealo. [Learn more](#) about these exciting sessions involving Alta's Shawn Halladay, Patricia Voorhees, Andy Mesches, Paul Bent and Diane Croessmann.

Topics for Growth

While assisting clients through its traditional consulting services, Alta also has

been busy contributing to newer areas of business development for the industry.

Learn more about:

- [Digital Transformation](#)
 - [Blockchain](#)
 - [Fintech](#)
 - [Managed Solutions](#)
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The Alta Group
PODCAST



Featured Broadcast

This [equipment finance podcast series](#) hosted by Alta Director Jon Fales discusses topics ranging from blockchain to fintech with industry leaders from Cisco Capital, Currency, ZRG Partners, Key Equipment Finance, ELFA, Alta and other organizations.

International News

- Advance highlights of the upcoming *Alta LAR 100* report on Latin American equipment finance trends will be discussed at the [Latin American Leasing Conference](#) Nov. 7-8 in Miami. Alta's Latin American Region researches the report and hosts the conference.
 - Data revealing opportunities and risks in the Canadian equipment finance market were hot topics at the recent CFLA Annual Convention. Among the presenters discussing Canadian leasing trends was Hugh Swandel, who was also named [CFLA's David Powell Member of the Year](#).
 - Carl Chrappa and Shawn Halladay explore the [impact of U.S. tariffs and taxes](#) on the industry in the latest edition of the *Monitor*. Coming Up: Diane Croessmann will be featured in an *Equipment Finance Advisor* video later this month on managed services.
 - To enhance our advisory capabilities worldwide we have added [Frans Jansen](#) as senior consultant of Invigors EMEA, The Alta Group in Europe. Frans will be focusing on supporting the European activities of North American original equipment manufacturers (OEMs) in the areas of supply chain financing, stock financing and retail and rental financing.
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New names. More services.

Our Management Consulting Practice has a new name – [Strategy and Competitive Alignment](#) – to reflect new advisory services we offer in addition to traditional consulting. We have also added a [Business Quality Assurance Practice](#) that goes beyond the usual quality assurance and due diligence.



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