

October 2022

## Two Sessions Highlight What's Ahead: Climate Financing and IoT Concerns



This year's ELFA Convention theme – “Welcoming Change as Opportunity” – is apropos given the rapid economic, technological, societal and political changes affecting equipment leasing and finance. Convention presenters will pull on this thread from multiple perspectives, covering multiple topics, with Alta advisors highlighting two developments in particular: legal issues stemming from equipment data sensors connected to the Internet of Things (IoT), and the emerging business of climate financing.

[Paul Bent](#), senior managing director for Alta and head of Legal Services and Business Assessment, will delve into the legal implications of IoT equipment data sensors as part of the “Changes in. Law Mean Business” panel at 2:30 p.m. on Tuesday, Oct. 11. The session will address a number of pressing legal topics but Bent will focus on issues raised by the continuing collection of information by devices that are fast becoming a part of virtually every piece of equipment financed. He also will discuss where the business of equipment finance may be heading in the wildly connected future.

Also at 2:30 p.m. on Oct. 11, [Patricia Voorhees](#), an Alta director and expert in commercial finance, will join other panelists to examine “Opportunities and Challenges in Climate Financing.” The group will discuss examples of profitable climate financing solutions offered by ELFA members, estimated market size, future funding opportunities to manage risk and attract investment, and potential interest in forming a climate finance interest group (CFIG).

[Read Story](#)



Paul Bent

Patricia Voorhees



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## Revealing IoT vulnerabilities

In addition to his upcoming presentation at the ELFA Convention, Paul Bent is alerting the equipment finance industry to IoT legal vulnerabilities through his work as a Monitor contributing author. His article in the *Monitor* 101+ issue describes what is at stake and steps that companies can take to protect themselves.

Bent urges equipment finance businesses to be “vigilant in their knowledge, understanding, and application of IoT devices and sensors installed in “traditional’ equipment assets.”

“The future will include a broad and rapidly growing range of asset classifications that will be peppered with IoT sensors and connections. At the very least, lessors should not be hesitant to ask about and should be aware of these features, since they may represent liability exposure for lessors if they are not used properly or if they are susceptible to hacking or other misuse, particularly in true leases, motor vehicle TRAC financings, and other transactions in which the lessor is considered to be the owner of the equipment for all purposes,” he writes.

[Read story](#)

A graphic titled 'IoT Tips in Brief' with a background of a globe and network connections. The title is in large white font. Below it is a bulleted list of four tips.

- Become aware of the growing range and types of sensors and connections installed in (even traditional) equipment for data collection through the Internet of Things (the “IoT”)
- Don’t hesitate to ask equipment suppliers about potential IoT sensors and devices embedded in assets that may become funded or financed
- Include an acknowledgement of sensors (and potential waivers of liability for them) within transaction documentation so all parties are informed of potential inherent risk
- Ensure asset managers and others involved in asset or risk management are knowledgeable about devices that are IoT enabled

# What's Happening Now to Shape Our Future?

Valerie Gerard, James Jackson, Carl Chrappa, Diane Croessman, Patricia Voorhees, Rick Remiker and Gary LoMonaco collectively tackled this topic for the *Monitor 100 2022*



Valerie Gerard

“Ten years from now, funding will flow to the most efficient, most flexible and most resilient enterprises that are continuously innovating and adding value to customer solutions. It’s already happening — we see a growing appreciation for consumption-based financing solutions, specialization and advancing technology that goes beyond automation to embedded digital financing and greater use of blockchain.”

[Read more](#)

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## News briefs

[Jim Merrilees](#), CLFP, recently joined The Alta Group as a vice chairman who, in collaboration with the firm’s practice leaders, advises clients on new business models, market entry, operational efficiencies, asset management and M&A strategy. His career has been highlighted by historic firsts in the industry, and his previous experience includes senior positions at Channel Partners Capital, Quiktrak, Pacific Capital Bank, Colonial Pacific Leasing, Pitney Bowes and Textron Financial.

[David Wiener](#) contributed to the Monitor 100 as a guest editor. He reported, along with Eric McGriff of Wintrust, that 2021 growth as evidenced in the Monitor 100 leaderboard collectively represented one of the highest year-over-year business volume growth years since the Monitor was published.



Jim Merrilees



David Wiener

**The Alta Group**

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Noviembre 10-11 2022

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Hilton Miami Airport Blue Lagoon, 5101 Blue Lagoon Dr, Miami, FL 33126, Estados Unidos.

The [Latin American Leasing Conference](#) returns this fall with an in-depth look at the current state of the equipment leasing and finance market, a case study of a key industry player in crisis, and the growing focus on Environmental, Social and Governance (ESG) principles.

The conference will be held on Nov. 10-11 in Miami, FL. Preceding the event will be the Latin American Legal Forum on Leasing, set to take place on Nov. 9.

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In Memoriam: Joe Nachbin, a valued friend and colleague at The Alta Group.

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