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## Neptune Joins The Alta Group to Expand Consulting Services for Governmental Leasing

[The Alta Group](#) has gained a new consultant, [Bob Neptune](#), a leader in governmental leasing and former president of De Lage Landen Public Finance. Neptune is helping expand Alta's advisory services for companies involved in state, municipal, and federal leasing, CEO John C. Deane said.

"Governmental leasing is an area of opportunity that companies want to re-enter, but doing so successfully requires knowledge of the domain," Deane added. "This has been a specialty of Bob's for decades."

Neptune said some companies that shed their governmental leasing programs following the economic downturn in 2008 are returning to the market.

"There was a huge slowdown from 2009 to 2010, but companies are starting to get back in," Neptune explained. "Governmental leasing is a niche business where the portfolios are generally very clean, which makes them easy to service or easily sold."

Serving in recent years as an industry consultant, Neptune was president of De Lage Landen Public Finance from 2005-2008. There, he helped integrate new products into eight separate business units and, in late 2008, structured and sold one of the largest municipal lease securitizations in recent history. He was president of ORIX Public Finance from 2001-2005 until De Lage Landen took over ORIX's governmental leasing business. Earlier in his career Neptune held senior executive positions at Transamerica Public Finance, Heller Public Finance, and Chrysler Capital Corp.

He is on the board of directors of the Association for Governmental Leasing & Finance, a former member of the Equipment Leasing and Finance Association (ELFA) Public Finance Policy Committee, and former chairman of the Municipal Leasing Industry Committee of the AAEL (now the ELFA).

Neptune is based in Kansas City, Missouri.

### **About The Alta Group**

The Alta Group is the equipment leasing and finance industry's preeminent global consultancy, offering clients the unique combination of experience, expertise and executable counsel. The more than 80 executives worldwide have held senior management positions in public and private equipment leasing companies, manufacturers, banks and other financial services institutions. The Alta Group's major practice areas include mergers and acquisitions; vendor and captive finance; legal support

services, professional development; and management consulting. The firm is observing its 20th anniversary in 2011. To learn more, please visit [www.thealtagroup.com](http://www.thealtagroup.com).

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