

Expert Strategies for Equipment Vendors to Launch Captive Leasing Operations Amid AI-Driven Industry Boom

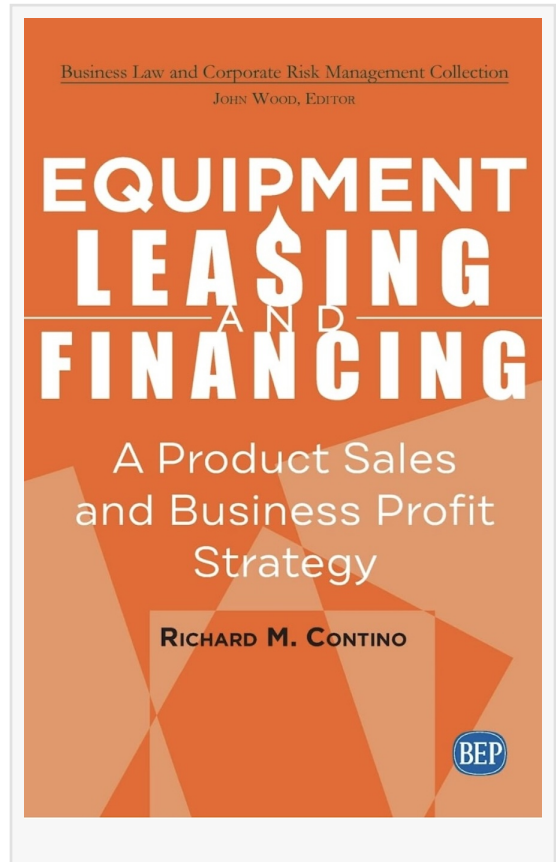
Equipment Vendors Can Launch Captive Financing Now to Outsource Admin, Leverage AI Boom & Rate Cuts to Boost Sales and Customer Loyalty

RYE BROOK, NY, UNITED STATES, January 6, 2026

/EINPresswire.com/ -- As the equipment leasing and financing sector surges forward with projected 6.2% growth in real equipment and software investment for 2026, driven by AI-related capital expenditures and Federal Reserve rate cuts, leasing industry expert Richard M. Contino highlights critical strategies for vendors to establish efficient in-house financing programs. Drawing from his acclaimed book, *Equipment Leasing and Financing* (Business Experts Press), Contino addresses the administrative challenges of setting up captive leasing operations in today's dynamic market.

The U.S. equipment finance industry, valued at over \$1.3 trillion, is experiencing robust demand fueled by technological advancements, renewable energy projects, and data center expansions. Financing for U.S. data centers alone expected to reach \$60 billion in 2025. According to the Equipment Leasing & Finance Foundation's 2026 U.S. Economic Outlook, real GDP growth of 1.8% and resilient new business volumes are supported by AI investments and easing borrowing costs following three Fed rate cuts in late 2025. This environment makes it an opportune time for equipment vendors to integrate captive financing that enhances customer retention and revenue streams amid flexible lease solutions and digital transformations.

"A key challenge in setting up a vendor captive leasing operation is establishing the necessary administrative processes to handle everything from credit reviews and document processing to invoicing, collections, and equipment repossession," said Contino, a seasoned attorney, businessman and authority on asset-based financing. "However, with a wide array of computer software programs available for tasks like rent pricing and documentation, plus third-party



providers offering billing, collection, and reporting services, vendors can outsource most functions except for nuanced credit determinations. This makes in-house financing both cost-effective and manageable in the current business landscape."

Contino's insights align with emerging trends such as digitization and sustainability in the sector, where companies are prioritizing cash flow optimization and adaptable rental solutions to navigate policy uncertainties and market volatility. The Equipment Leasing and Finance Association notes that over 80% of U.S. companies already utilize equipment finance, contributing significantly to economic growth and job creation.



In Equipment Leasing and Financing, Contino provides comprehensive guidance on these topics, offering practical advice for vendors looking to capitalize on the industry's optimistic outlook, including growth initiatives spurred by declining interest rates and legislative support. The book

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With easy access to software and third-party providers, vendors can outsource most functions except credit decisions, which makes in-house financing both cost-effective and manageable.”

Richard Contino

serves as an essential resource for navigating the complexities of captive operations in an era of rapid innovation.

For more information on Equipment Leasing and Financing or to schedule an interview with Richard M. Contino, email dick@captiveleaseadvisors.com

About [Captive Lease Advisors](#)

Captive Lease Advisors helps equipment vendors reclaim profit and control through innovative private-label and in-house lease financing programs. By offering tailored

customer financing solutions, Captive Lease Advisors enables vendors to customize programs and documentation and leverage third-party and/or internal to close more product sales, faster with a superior customer financing experience. Programs generate revenue and provide profitable end-of-lease remarketing opportunities.

For more information, visit www.captiveleaseadvisors.com

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