



# Executive Summary

## 2011

**Table of Contents**

**Introduction** .....3  
**Summary** .....4  
**Nassau Advantage** .....4  
**One-Stop Outsourcing** .....5  
**Outsourcing** .....6  
**Services** .....7  
**Account Management** .....8  
**Client Image Protection** .....8  
**Speed to Market** .....8  
**Intelligent Collections** ..... 9-10  
**Legal Management** .....11  
**Reports** .....11  
**Support Services** .....12  
**Better Systems .....Maximum Results** .....13  
**Technology** .....14  
**Why Choose Nassau?** .....15

## **Introduction**

Thank you for your time and for giving us the opportunity to introduce Nassau Asset Management and the services we offer.

At Nassau Asset Management, we believe in forming strategic alliances with our clients in order to offer the highest quality asset management and corporate debt collection services available.

Nassau Asset Management has built a reputation for being the best in the business. We service over 5,000 clients and have been in business for 30 years. Due to our unique “one stop shop approach”, our asset recovery, collections and equipment remarketing percentages are the highest in the industry---guaranteed! We also attribute our success to the fact that we treat every outstanding account as a potential loss for our clients. Our recovery efforts are swift, assertive and most of all effective.

Our company’s success is due to the logical approach we take to asset and receivable recovery. Using the latest technology available, we begin our recovery efforts within hours of receiving an assignment. To locate the debtor, we use every information source available including the internet and public information available through the federal government, state UCC filings, tax liens and judgments in addition we have a nationwide network of attorneys at our immediate disposal.

With these tools and our team of professional collectors and asset managers who average over 30 years of commercial collections and remarketing experience, we are able to provide our clients with quick results and the highest recovery percentages in the industry.

We accept the placement of accounts by e-mail via, the internet, fax or phone to expedite the recovery process. We encourage you to challenge our team of experienced specialists with your past due receivables and/or delinquent accounts.

We are confident that we can form a mutually beneficial partnership that will exceed your expectations and significantly improve your bottom line!

## Summary

- Nassau Asset Management, Inc. is a leading-edge provider of asset management services for the lending and leasing industry. As one of the early pioneers in this business Nassau has been a leader in its respective market segment since it began full operation in 1986.
- As a service provider, Nassau bridges the gap between sellers (lessors) with re-marketable assets, and buyers eager to acquire these assets. Nassau combines established brick and mortar relationships with the efficiency, cost effectiveness and global reach of web-based transactions.

## The Nassau Advantage

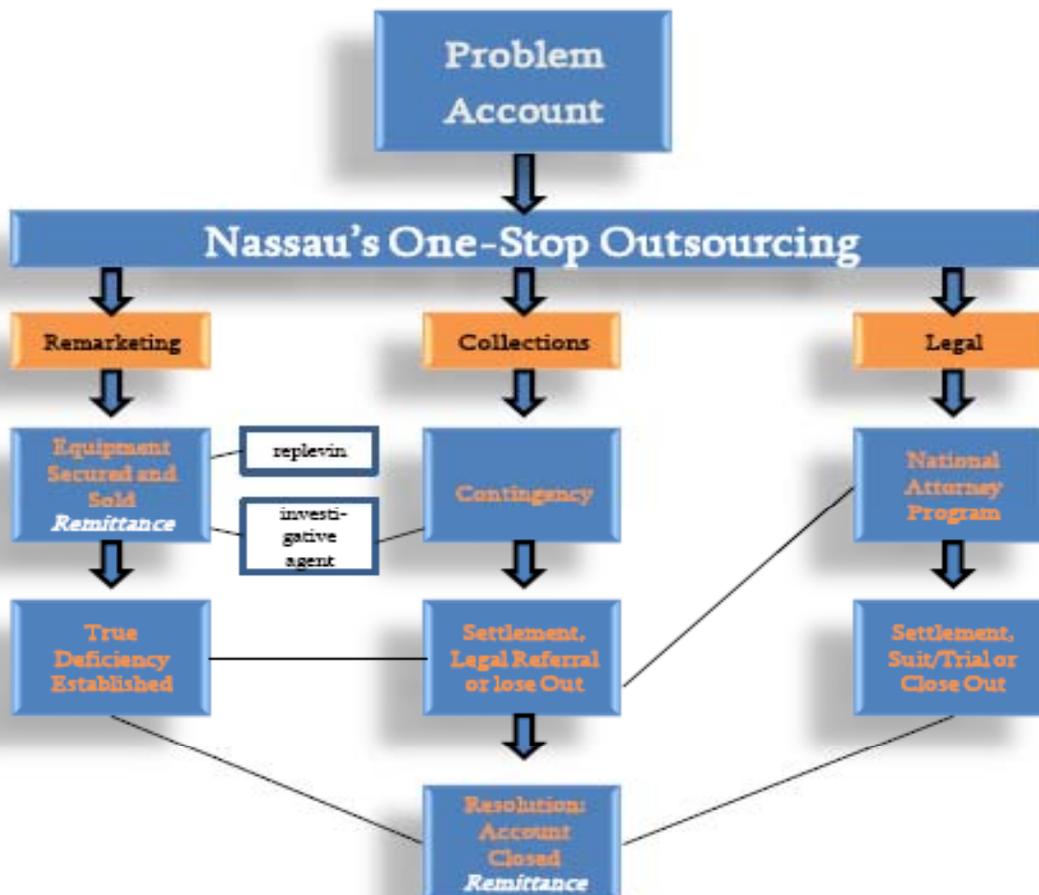
- Nassau Asset Management is a company comprised of a highly successful, full service **“Collection Agency”** and a team of experienced **“Remarketing/Asset Specialists”** working in conjunction with each other under one company umbrella turning problems into profits for equipment finance companies, banks, businesses and bankruptcy trustees across the United States and Canada.
- Collection of delinquent accounts requires industry experience, tenacity and knowledge. With a combined 30 year experience, Nassau’s collection team has the capability to collect at any stage of delinquency and work on a contingency basis. **One of Nassau’s many unique features is our ability to leverage equipment giving Nassau negotiating strength and saving its clients valuable time and resources. Nassau has a proven track record of exceeding client expectations by achieving higher than expected percentages of recovery.**
- Remarketing of repossessed or end-of-lease assets has traditionally presented a challenge to any company that has attempted to automate this complex process. The complications include a large variety of differing asset types, tracking on a national basis, diverse geographic location of the assets and the need to accurately determine the condition and value of each respective asset. Nassau helps it’s clients to overcome these hurdles so the focus turns to remarketing and recovering the highest possible value for the lessor.
- With proven results, innovation, industry knowledge, and integrity, Nassau’s **one-stop outsourcing solution** provides integrated services for managing problem accounts.

## One Stop-Outsourcing

Imagine a one-stop solution for resolving problem accounts. Nassau offers a solution that delivers faster results, higher returns & reduced workloads for your company.

Nassau Asset Management's one-stop outsourcing services streamline the entire continuum of collections, equipment remarketing, deficiency balance and legal activities necessary for resolving delinquent accounts. Our professionals handle:

- collections prior to charge-off
- knock and demand
- SBA Loan Inspections
- desk top or on site appraisal of assets before or after charge-off
- voluntary and involuntary repossessions, including replevins
- full condition reports
- asset location and skip tracing
- equipment remarketing
- plant liquidations
- deficiency balance collections
- legal services via Nassau's nationwide attorney network



## **Outsourcing**

Outsourcing provides cost effective benefits to managers in a variety of situations:

- Business growth
- Seasonal & Fluctuating Demand
- Need to focus on Primary objectives
- Limited resources
- Tight labor
- Internal hiring restrictions
- Low internal productivity

### **Benefits to outsourcing include.....**

- Higher productivity
- Results that exceed in-house teams

### **Elimination or reduction of.....**

- Recruiting and hiring
- Initial and on-going training
- Employee benefits
- Daily management requirements
- Time-off and related overhead

## **Our Services**

The largest banks, businesses and leasing companies in the nation have come to rely on Nassau because of our nationwide coverage, turn-key beginning to end service and a well deserved reputation for being at the leading edge of new developments and technology. Nassau was one of the first to establish a web presence for remarketing assets. Its learning curve experience has led to the evolution of our new software architecture.

Nassau's differentiating attributes and services include:

- Collections & Deficiencies
- Skip tracing
- Knock and Demand
- Repossession and Remarketing services
- Appraisals desk top and on-site
- Network of fully bonded warehouses
- Wide range of logistical services
- 160 strategic locations with national footprint
- Unique software with real-time bidding
- Fully developed e-commerce model
- Interactive software that allows clients (sellers) to more easily remarket and track their assets & real-time reporting
- Custom reporting upon request

## Account Management

- Nassau uses an account management approach when assisting our clients with their delinquent accounts.
- Each of our clients is assigned a seasoned manager to advocate and manage the account resolution process, simplifying and providing an unfiltered stream of communications when monitoring accounts.

## Client Image Protection

Today's Debtor can be a future key customer . Nassau is always mindful that we represent our client's good name and reputation, and that our actions will be a reflection on them. Your customers are your most valuable asset. Entrust them to the quality service of Nassau Asset Management's collection and remarketing services.

## Speed to Market Process

Nassau continues to enhance its internal operations providing client's with unconditional results. Additionally, Nassau's state of the art website provides our logistics' operation capabilities to seamlessly fill our "pipeline". The efficiency of Nassau's business model has cut the time to market. This in turn continues to achieve higher returns for our clients in a shorter period of time.

- Voluntary pick-ups no longer than 7 days
- In-voluntary pick-up depend upon market conditions
- Collections are immediate upon data entry. (within 48hours of assignment receipt)
- Available to market with-in 14 days of placement
- Potential sale with-in 30 days or less
- Speed to market generates returns of 90-100% FMV (subject to equipment)



## **Intelligent Collections**

Nassau strives to provide maximum recovery in the shortest time possible to our Clients. To help us to achieve this goal, we implement a process of intelligent collections, ***utilizing exceptional people, the best procedures and practices and the most effective systems available.***

At Nassau, we are well aware of the fact that there is a direct link between the age of an account and the percentage of recovery. Generally, the earlier the placement the higher the return. Nassau has created a multi-level collection process that combines a quick and thorough approach to insure maximum returns in the shortest amount of time.

### **Process**

- Accounts processed within 24 hours of receipt
- Accounts are worked methodically according to the account's specifications
- Collectors have several tools at their disposal to insure that every stone for recovery is unturned
- Accounts are continually reviewed so that none are left unattended
- Reassignments are made if necessary to insure ultimate collection success

### **Investigative Collections**

- Collectors employ an approach that goes beyond the traditional standard of direct contact with responsible parties
- Collectors determine the debtor's ability to pay, and determine alternatives to satisfy their obligation
- Collectors explore every opportunity to discover a payment solution

## **Experienced Professionals**

- Nassau collectors average 15 years experience in commercial collections
- Nassau collectors have a high level of professionalism when handling all accounts on their queues
- Nassau collectors have the support of highly experienced and exceptional management, helping to support their efforts

## **Continuous Training**

- Our experienced collectors benefit from ongoing training to hone their skills and learn new techniques
- Training includes client's requirements and how to use new resources

## **Dedicated Research**

- Our collectors understand that successful recovery depends upon the ability to investigate and skip-trace accounts
- Our collectors use the best for-fee and public resources and are experts at finding information to unlock an otherwise uncollectable account

## **No Scoring**

- Nassau believes that scoring has no place when serving our clients
- At Nassau all assignments are worked thoroughly... our job is to make sure that we accomplish our due diligence on every account

## **Legal Management Services**

Nassau offers its clients un-paralleled, legal representation throughout the United States in the event an account is not collected or recovered and the creditor wishes to pursue legal resolution.

We have developed an effective network of first-class attorneys across the country over the past decade. All accounts are consistently monitored by Nassau to insure that the best interests of our clients are always at the forefront.

Upon execution, our clients are kept up to date of account status as they progress through the legal system.

- Nassau and the attorney network will use local resources to seek resolution without litigation
- Nassau will provide information available and advise accordingly
- If litigation is the recommended solution, our clients are informed off all requirements necessary to proceed
- If our clients make the decision to proceed with the legal action, Nassau and it's legal network will closely monitor and effect a resolution in the shortest time possible, while keeping the client informed with significant updates.

## **Reports**

Nassau's clients enjoy countless report options including, status and performance and accounting and analysis. All reports can be customized to meet our client's needs and requirements providing a perfect fit for their operations.

## **Support Services**

**Our e-Commerce strategy has several competitive advantages for our clients, our buyers and ourselves by:**

- Faster turnaround and reduced transaction time
- Establish an online presence for your assets immediately
- Detailed asset descriptions, Pictures, FMV & Asking price
- Real-time bid results
- Achieve true market price for your assets
- No up front expense associated with web development
- Expand buyer community and increase competition for your assets to a Global Community of buyers

**We provide lessors with several distinct advantages:**

- Manage assets with web-based tools
- Track asset placement and status online
- Reduce selling costs through logistic services
- Improve control of assets by utilizing our network of affiliates (over 160 nationwide)
- A Complete e-commerce solution complimented by direct sales efforts
- Variable cost structure based solely on performance

**Additional Support Services:**

- Complete Logistics Solution (160 Managed Locations Nationwide)
- Coverage of multiple asset classes
- Traditional sales channels reinforced by extensive e-commerce marketing
- Complementary inside sales & marketing support
- Additional service offerings to buyers including payment collection, title transfer & transportation
- Integration with your asset information and our field locations for accurate immediate condition reporting

**Nassau uses powerful tools to effectively manage its partners:**

- Contractual obligation
- Periodic auditing/Due diligence
- Fully Insured and Bonded
- Timely reporting on the web with photos
- Collateral specific inspection forms
- Ability to upload directly to Nassau website
- Ensure equipment is safe and secure – compliance monitoring - LPMP

# Better Systems..... Maximum Results

Nassau provides a level of efficiency integration between collections, recovery, remarketing and support operations that is unmatched in the asset management industry today. Nassau’s clients have the advantage of 24-7 access to their accounts through their web portal on [nasset.com](http://nasset.com).

**Our clients are always informed with the “right information” and have the benefit of:**

- Rapid placement and activation
- Immediate calls to all responsible parties.
- Agents having instant electronic access to all available documentation to resolve disputes and stalls
- Customized displays tailored to specific industry and client needs
- Real-time updating to all accounts and accounting
- Full access to their accounts via our web portal
- Ability to place accounts online are quickly assigned to an agent and an email confirmation of their placement sent to them
- 24 hour a day IT staff to ensure their information stays safe and secure without exception



## Technology

Nassau's software architecture is based upon a Microsoft Sequel server software (SQL), creating a more robust data storage system. This opens additional ways of interacting with the data and allows Nassau to offer its clients new, fully automated services that take the "friction" out of the remarketing process. With these enhanced features, both registered buyers and sellers can obtain more transaction information and generate tailored reports on demand, real-time, anytime, any place, and on any Internet ready device. Registered buyers are automatically notified of new offerings in their field of interest and they can bid real-time to secure available equipment. Sellers can interact in accepting bids in real-time, in addition to viewing and downloading up to the minute account information.

In addition to the e-business technology platform, called NasTrac, Nassau has also developed a unique Logistics Partner Management Program (LPMP) that greatly improves communication, quality of work and speed the assets to market with its 160-affiliate field operations. The implementation of this proprietary management system allows Nassau to offer a range of services and performance levels that are unparalleled in the industry. Armed with a strong market presence, extensive industry contacts, a national affiliate network and a large customer base, Nassau is poised to assume a defensible, unrivaled market leadership position well into the future.

The Internet has brought about a great deal of change in the equipment leasing and finance industry. The web-enablement of existing systems and processes has forced lessors to rethink their business strategies and the specter of transformation that has swept through the industry has left a great deal of uncertainty in its path. **Nassau continues to create, design and implement cutting edge technology.**

While our clients understand the digital world and e-commerce, we provide the practical hands on experience, as well as the critically important resources, that only brick and mortar operations can bring. Nassau brings together the most advanced web-based technology with the backdrop of an established national brick and mortar operation. With this combination and with the highly scalable design of its technology, Nassau is ideally and uniquely positioned to help its clients take advantage of this rapidly growing market. **Nassau continues to develop strategic alliances, new partnerships and expansion into the global market.**

## Why Choose Nassau?

The selection of an asset management company is an important decision. The company you choose will be handling your money, talking to your customers and representing you in the marketplace. Recovery and rates are important, but there is more to it.....

The needs of commercial creditors are centered around three major points....

**Recovery:** Experienced agents are supported by superior systems and resources, covering all bases needed to maximize recovery for our clients. Nassau is consistently the highest performing service providers for our clients.

**Service:** Nassau's job is to make our clients lives as easy as possible, by providing exceptional services. Nassau's policies, practices and systems are designed to work the way our clients do and take the bite out of dealing with their problem accounts .

**Trust:** 30 years of experience and an outstanding , industry-wide reputation, make Nassau the service provider you and your company can trust and rely upon.