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# Positioned for Growth – LTi Technology Solutions Joins Forces with Diversis Capital

Newsline spoke with Jeff Van Slyke about LTi Technology Solutions' recently announced acquisition by Diversis Capital, L.P. and the strategic opportunities ahead for the company

In mid-March, LTi Technology Solutions (LTi) announced that it had been acquired by Diversis Capital, L.P. (Diversis), a Los Angeles-based private equity firm that specializes in growing high-potential software and technology-enabled services companies.

Since its founding in 1989, LTi has focused on developing technology solutions designed to support the evolving and often complex needs of equipment finance organizations. The acquisition represents an important next chapter for the company, creating new opportunities to accelerate innovation, enhance its offerings, and expand its presence in markets around the world.

Under the terms of the agreement, LTi Co-Founders Randy Haug and Russ Hallberg will retain minority ownership positions and continue their active involvement with the business. Jeff Van Slyke will remain President and Chief Executive Officer, leading the company.

Newsline spoke with Jeff Van Slyke to discuss the timing of the acquisition, the thinking behind the partnership with Diversis, and how the company is positioning itself to address the rapidly changing technology needs of the equipment finance industry.

**Newsline: What were the key factors that led LTi to pursue a sale at this point in its journey, and why was Diversis Capital the right partner compared to other options?**

**Jeff Van Slyke:** After 35-plus years of building something we're genuinely proud of, the decision to bring in an outside partner was not taken lightly. What drove it was simple: we saw an extraordinary window of opportunity in front of us — in AI, in platform modernization, and in serving a customer base that is growing in sophistication and scale — and we wanted the resources to seize it decisively rather than incrementally.

The selection of Diversis was the result of a rigorous process. We were not looking for capital alone. We were looking for a partner



**Jeff Van Slyke**  
LTi Technology  
Solutions

who understood what we had built, valued it, and had the strategic and operational expertise to help us scale it and accelerate our product innovation plans without disrupting the culture and customer relationships that made LTi what it is. Diversis checked every box. They are exclusively focused on software and tech-enabled businesses, they embed operating partners directly inside portfolio companies, and they have a demonstrated track record of scaling founder-built platforms while preserving the core of what made those companies successful. That combination is rare. When we found it, the decision became clear.

**Newsline: You described this as a “pivotal moment” for the equipment finance industry. What specific market dynamics or internal milestones made now the right time for this acquisition?**

**Van Slyke:** The timing was not driven by a single event. It was the convergence of several forces that have been building simultaneously that we believe are now reaching an inflection point in the industry that demands a different level of investment and execution capacity than we've had before:

The first is generational: The next generation of equipment finance professionals are digital natives. They don't experience digital technology the way their predecessors did. They experience it as an environment they live inside. Their expectations for speed, intuition, and continuous innovation are reshaping what the pace and demand for innovation across the industry looks like.

The second is structural. We are watching a genuinely dynamic bifurcation in the market between banks — which operate within regulatory frameworks that by design constrain the speed of product evolution — and the independent and captive sector which is driving some of the most creative and consequential product innovation we've seen in decades. Flexible financing structures, embedded finance, vendor models, OEM programs — this is where the market is moving fastest and it requires a platform that can move with it. Our team's deep domain knowledge of operations, software, accounting, tax, risk, regulatory requirements, capital structures, and financial product design is foundational to our ability to serve

that market. That depth — which averages 15+ years — is significantly above the industry average — and is not something you acquire quickly. It is built slowly over decades.

The third is consumerization of equipment finance which we define as smaller deals packaged at a higher volume – scalable, high-frequency origination. Trade-up schedules, service-included structures, subscription and usage-based models. The end user's experience – how they interact with the technology at the front end – now feeds directly into the data ecosystem that powers portfolio decisions at the back end. That connectivity, delivered through modern API architecture, is not a feature request anymore. It is a baseline expectation. Organizations that can't deliver it seamlessly are already falling behind.

Finally, the nature of how our customers want to engage with their technology is changing fundamentally. They don't want a monolithic system that tries to do everything. They want a dynamic platform that serves as the “intelligent core of their ecosystem” — the trusted engine at the center — with the flexibility to connect to the best-in-class solutions around it. That model requires a level of investment in API capability, data accessibility, and platform architecture that the Diversis partnership now makes possible at a scale and speed LTI could not have achieved independently.

**Newsline: What did you see in Diversis' approach, philosophy, or track record that convinced you they could help accelerate LTI's long-term vision?**

**Van Slyke:** In addition to the things I've already mentioned about Diversis, several things stood out: First, their operating model is fundamentally different from a typical private equity firm. They are not analysts monitoring performance from a distance — they are operational partners that are embedded in the business providing advice and strategic counsel with depth and breadth of experience in the business of software. That matters enormously when you are scaling a specialized software platform in a relationship-driven industry like equipment finance.

Second, their track record speaks for itself. They have successfully scaled software companies across multiple verticals — workforce management, digital automotive, health-care procurement — and in each case the operating model remained intact while capabilities were extended. That is exactly the trajectory we envision for LTI.

Third — and perhaps most importantly — they understood our culture from day one. Their founder-friendly designation from *Inc.* magazine is not a marketing credential. It reflects a genuine philosophy about how to treat the people and relationships that built a company both internal and external stakeholders with domain expertise and partners in building the foundation that has become LTI. For a founder-led organization like ours, that alignment was non-negotiable. Diversis was chosen because they earned our trust. The growth results will follow.

**Newsline: How will this partnership tangibly change the pace or direction of innovation around your ASPIRE platform, particularly in areas such as AI and advanced analytics? Do you anticipate any changes to LTI's go-to-market strategy—whether in terms of target customers, geographies, partnerships, or delivery models—as a result of this acquisition?**

**Van Slyke:** Our GTM Philosophies will not necessarily change as we have and will always approach the market with solutions that are important and that we back up with great service. We certainly plan to invest more in that area so we can broaden our ability to get the word out to the market on all aspects of our business and how we can meet the needs of those who are or who are not our customers. Additionally, we plan to invest more in fostering partnerships with organizations that align with our philosophy of solutions and service and are accretive to the platform and our ability to properly serve the market.

**Newsline: How does this acquisition strengthen LTI's position relative to competitors, especially as equipment finance companies modernize and demand more sophisticated technology solutions?**

**Van Slyke:** The competitors in this space broadly fall into two categories: large, broad-market platforms that sacrifice depth for scale and narrower point solutions that lack the breadth to grow with their customers.

LTI sits in a category of one: 35+ years of exclusive focus on equipment finance, a platform that spans the full asset lifecycle, and now has the investment infrastructure to innovate at a speed that neither category can match. That is a competitive position that is very difficult to close, and one we intend to extend meaningfully in the years ahead.

What our customers are telling us — clearly and consistently — is that they need a platform that is dynamic, maintainable, adaptable, and deeply configurable. They need a system that can flex with their business model today and absorb the demands of a business model that may look very different two years from now. They need interoperability – not as an afterthought – but rather as a design principle. And they need the confidence that when they need to connect to a best-in-class third party solution the integration is clean, fast, friction-less, and durable.

**Newsline: Looking ahead three to five years, what does success look like for LTI under this partnership, and how will this relationship with Diversis position the company differently than it would have been on its own?**

**Van Slyke:** The equipment finance industry is becoming more dynamic due to new generations entering the market and the rise of independent finance companies, which are growing through securitization rather than traditional bank acquisitions. LTI's focus is to adapt by building more flexible platforms with embedded AI capabilities to solve important problems, leveraging both our deep domain expertise and Diversis' proven innovation capabilities. 