

Art E. Hyman

Profile

Mr. Hyman is a consultant with Suss Consulting. He is a leading expert in structuring multi-year financing for federal user based technology projects. Mr. Hyman has most recently led the federal business for Key Government Finance (KGF), part of KeyCorp., a Cleveland headquartered regional bank.

Relevant Experience

Prior to joining Suss Consulting, Mr. Hyman served as Business Head, responsible for growing the federal finance discipline for KGF, the largest bank owned federal business in this niche industry. In this role, Mr. Hyman was responsible for re-imagining a business strategy of working with technology OEMs, prime contractors and federal end user agencies in developing appropriate capital products within the scope of the FAR and the government's contract vehicles to allow agencies to stretch restricted budget dollars and complete broad technology missions. During his tenure with KGF, Mr. Hyman's team of sales professionals structured and implemented over one thousand financings involving over two billion dollars in technology asset cost, and further involved over eighty federal prime contractors and over twenty-five technology equipment and software providers selling across the federal defense, civilian and healthcare spectrum.

Mr. Hyman's teams incorporated expert knowledge of the range of technology products essential to federal agencies, as well as expertise in the federal technology ecosystem and tax, legal, FAR and accounting structural expertise. The benefits of developing and utilizing financial structures served to first benefit federal end users in their requirements to meet the mission requirements of ever expanding technology implementations by most efficiently utilizing available, but limited capital, it helped prime contractors assist federal agencies by more effectively moving to a solutions vs order taking mindset and it helped equipment and software manufacturers to sell more effectively into the federal market.

Over his 30-year career in structured finance, Mr. Hyman has led several finance businesses focused on commercial, municipal and federal end users, and further, has been involved in over ten billion in aggregate asset financings.

Education

Bachelor of Science, University of Nevada

Masters in Business Administration – Finance, Saint Mary's College of California