

## Vendor Boosting US Presence

**Oxane Partners**, a startup that helps investors analyze structured products and loan pools, is opening a U.S. office.

The New York outpost would be led by an unnamed partner who is slated to arrive late this year or early next year. Meanwhile, Oxane founders **Sumit Gupta** and **Vishal Soni** spent last week visiting prospective clients in the city.

Gupta, who previously traded securitized products at **Deutsche Bank**, is based in London. Soni, formerly a structurer of collateralized loan obligations at Deutsche, works in Gurgaon, India. They formed their business last year, on the notion that they could train Indian citizens with financial or technology backgrounds to analyze asset-backed securities, mortgage bonds and collateralized loan obligations at a low cost. They now have a staff of 20 and expect to expand to 35 by yearend.

Oxane so far has about 30 clients, mainly asset managers in Europe. It also has aided investment firms in the States with their non-U.S. activities, and has worked with at least one large bank.

Gupta and Soni were among the attendees of **Information Management Network's** "ABS East" conference in Miami Beach this week. ❖

