

INVOICE FACTORING

The Factoring Advantage



BayViewFunding
because cash flow matters

CLIENT SUCCESS STORIES



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Successfully solving working capital requirements

BAY VIEW FUNDING SUCCESS STORIES

The benefits of invoice factoring can be clearly seen in the following success stories. Factoring can help start-ups become established businesses, and larger businesses expand, diversify and grow. Each example illustrates the unique way an experienced factor can help your business succeed.

Succeeding where the bank falls short

Challenge: A client had a loan with a bank and wanted to increase the loan amount, or extend credit, in order to take on a new contract that would help them significantly grow their business. The bank was unwilling to increase the loan or line of credit.

Solution: The client came to Bay View Funding hoping that accounts receivable financing would provide the answer. During the initial underwriting process, the bank was unwilling to consider subordinating the loan so that the client could factor a large invoice, but Bay View Funding was able to work through the issues and approve the client for factoring services, enabling the contract to close.

Solving a finance processing quandary

Challenge: A trucking company had a high volume of accounts receivables, but a unique request in terms of how they could accept financing. Due to their requirements it was proving hard to qualify for invoice factoring.

Solution: Bay View Funding built a strong relationship with the client, and was able to accommodate the request. A new and individual financing method was created to quickly and efficiently handle their invoices in the desired manner.

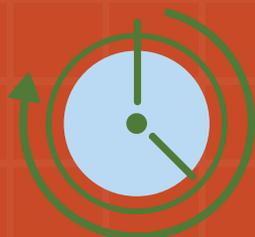
Answering a specific factoring challenge

Challenge: A consumer food company selling high volume frozen food to a multinational retail corporation had a unique AR processing method, which required a high level of involvement from his factor.

Solution: After carefully considering ways to make accounts receivable financing work, Bay View Funding was able to come up with a bespoke solution. This client continues to work closely with an account specialist to make sure his unique requirements, relating to debits/credits and food management, are looked after with precise detail. Any delay in receiving working capital could be disastrous for this company that relies upon Bay View Funding to consistently deliver on time.

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Negotiating the needs of a government contractor

Challenge: A government contractor located in Texas/Arkansas obtained a federal contract for services to the D.O.D. and needed funding for cash flow purposes. The contractor started with \$80K in monthly volume.

Solution: Bay View Funding successfully obtained an Assignment of Claims from the Federal Government, and the client grew from \$80K to \$500K monthly volume within 8 months. After 2 years, monthly volume increased from \$600K to \$2M. They were so happy with their factoring arrangement, it took some persuasion for them to move over to bank funding.

Helping a dissatisfied oil pipeline contractor

Challenge: An oil pipeline contractor was dissatisfied with the service he was receiving from his factor, who had been supplying AR financing for 9 years. The contractor attempted to move to bank financing but was turned down.

Solution: Bay View Funding was able to offer a better rate than the existing factor, and provide a better service. Once the client had successfully factored with BVF, he was able to obtain a traditional line of credit from the bank.

Increasing the effectiveness of a staffing company

Challenge: A staffing company was using an asset based lender who was unable to offer an increase in credit line. The account was successful and there was no apparent reason for the denial. As a result, the company began experiencing a shortfall in payroll, and also struggled to pay taxes owed.

Solution: After analyzing the account, and reviewing the high amount of accounts receivables, Bay View Funding was able to extend AR financing. This allowed the staffing company to catch up with their payroll and payroll tax responsibilities. Once this was accomplished, they were able to continue to grow.

Enabling a welding company to take on high volume contracts

Challenge: A welding company moved location to take advantage of large oil company contracts. Their volume was low with the promise of greater volume in the new location. They were unable to get funding from the bank as a result of their situation. Without some form of financing high volume contracts would be impossible, and working capital would fall short.

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**Fast solutions
for many
different business
challenges**

Solution: Bay View Funding was able to qualify the company based on the new AR business they were able to establish in their new location. The ability to factor invoices means this company is able to increase their business from \$1.5 M a year in Wyoming, to a projected \$6-7M a year in Texas.

There are many other companies that have been helped by Bay View Funding, allowing more than just cash flow management. Consider letting your suppliers know when you start factoring your invoices, it may help to extend your line of credit. Once a supplier knows that you have the ability to pay faster, they may be more likely to offer a credit extension, comfortable in the knowledge that you may never need to use it. However, once in place, it can be helpful when taking on new orders from customers who have not yet been qualified for accounts receivable financing.

These success stories are just a small sample of how Bay View Funding may be able to help your business.

“At Bay View Funding, each member of our dedicated team promises to genuinely, and personally provide you with the best factoring solution to meet the unique and specific needs of your company.”

Glen Shu
CEO

