

INNOVATIVE INVOICE DISCOUNTING

**FINANCE BOTH YOUR DEBTOR
BOOK AND WIP WITHOUT
CONCENTRATION LIMITS**

WHAT IS INNOVATIVE INVOICE DISCOUNTING?

How much easier would cashflow management be if you could access the funds tied up in both your entire debtor book and Work in Progress (WIP)? With InvoiceFair, you can access up to 90% of the value of your debtor book and up to 40% of your available WIP balance. What's more, you receive the funds within 24 hours, less our fees and cost of finance, directly to your bank account.

Unlike traditional forms of invoice discounting there are no debtor concentration limits, no geographic restrictions and no hidden or non-utilisation monthly fees.

Our platform connects you directly with a pool of institutional funders with an appetite for high quality receivables (like invoices and WIP) as an investment asset class.

The cost of finance is agreed in advance. You control when and how much you need to draw down from your debtor listing or WIP balance and InvoiceFair looks after the rest.

WHY IS IT SO UNIQUE?

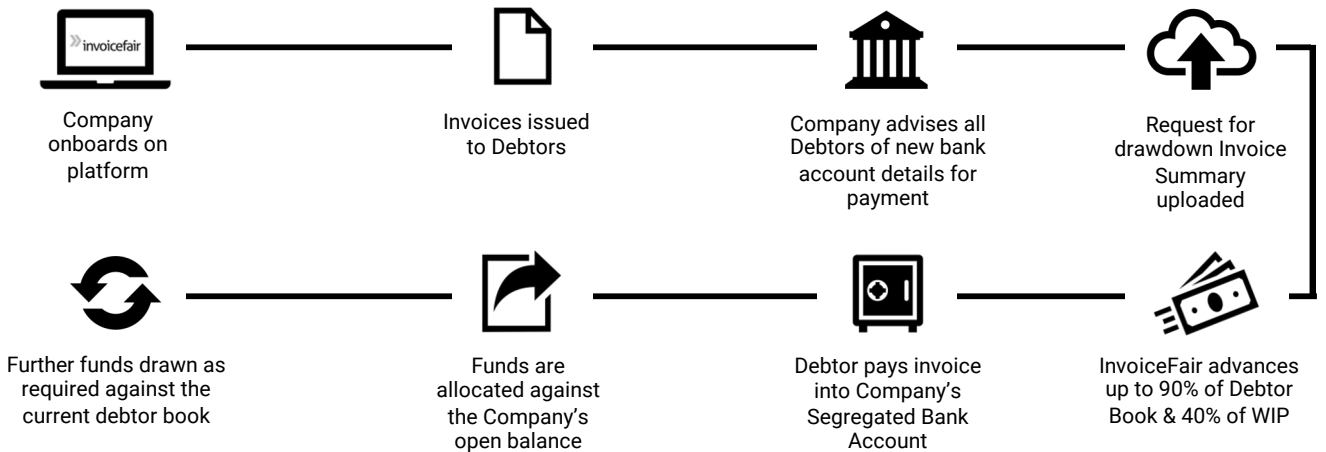
We're committed to providing funding at the earliest point in the Working Capital Cycle. Work completed but not invoiced "locks up" your cash. We know that WIP converts to invoices in the debtor book. Our solution lets you release this cash in WIP in addition to your Debtor Book, allowing you to take control of your working capital cycle and funding larger contracts. Helping to accelerate your growth, while keeping all payments to suppliers & subcontractors up-to-date and on time.

ELIGIBILITY

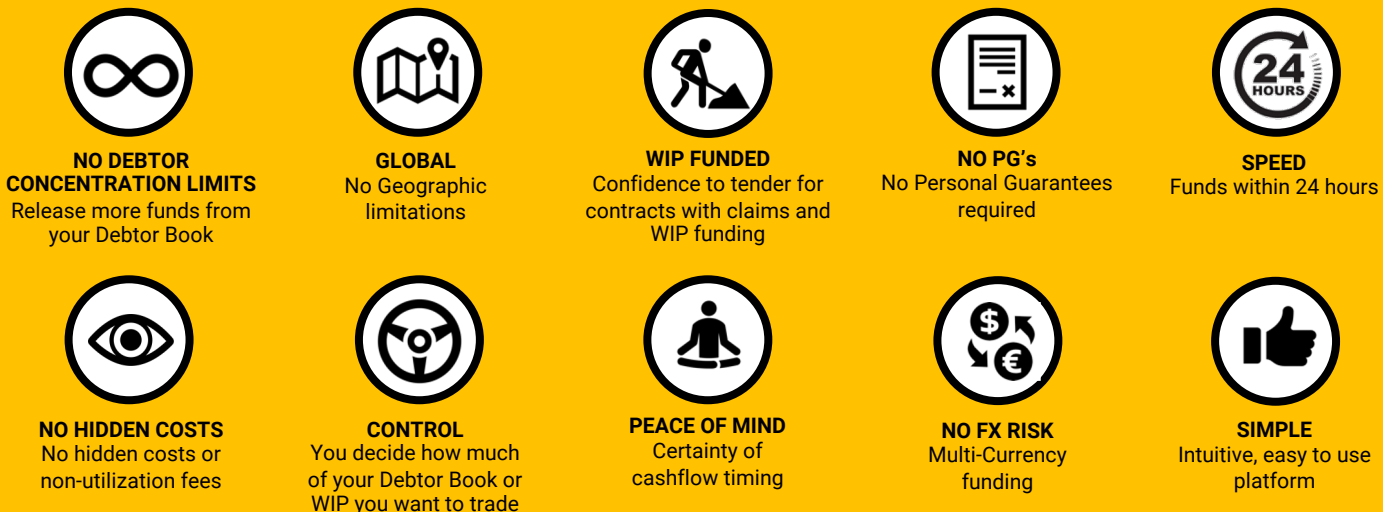
Limited Company with at least 2 Directors
Trading for at least 3 years
Minimum annual turnover €3m
Minimum average debtor book of €1m



HOW DOES IT WORK?



WHAT ARE THE BENEFITS?



COMPARISON WITH TRADITIONAL BANK SOLUTIONS

	TRADITIONAL BANKS	INVOICEFAIR
Customer Concentration Limits	Yes	No
Geographic Restriction Limits	Yes	No
Invoice % Funded	70%-80%	90%
Sector Restrictions	Yes	No
Work in Progress Funding	No	Yes
Contract Period	Yes	Yes
Arrangement Fee	Yes	Yes
Minimum Monthly Fee	Yes	Yes
Disclosure Fee (for breach of agreement)	Yes	No
Discounting Fee	Yes	Yes
Electronic Services Fee	Yes	No
Collections Fee	Yes	No
Drawdown Cost - Same Day	100 per month	No
Drawdown Cost – 3 Day	Yes	No
Annual Audit Fee per Site	Yes	No
Director Guarantee Required	Yes	No

CASE STUDY: SECTO

THE BACKGROUND

Secto is a leading Irish infrastructure build and engineering solutions company delivering integrated planning, design, build and commissioning of advanced communications networks, civil engineering and utilities projects across a range of Sectors and customers.

Secto provides world class technical services, particularly in the Data Centre sector, where they can deliver facilities management, maintenance, commissioning, design and installation of projects. Other key sectors include Pharma, Semi-Conductor Facilities and Aviation.

THE CHALLENGE

Secto have been experiencing significant growth over the past few years, working on large scale infrastructure projects for large Multinationals like Intel as well as for Government Agencies. They have specific experience delivering facilities management, maintenance, commissioning design and installation to projects in the Data Centre sector.

What was needed was an innovative solution that matched their growth requirements with some of their clients having disproportionately long working capital cycles.

Secto were undertaking a scaling programme and with new projects taking place, they required growth capital to fuel these plans. Having the growth capital in place to fund the beginning of these large-scale projects was a fundamental element in the success of any future scaling.

They provide highly skilled labour to Intel on these Data Center projects, however, Secto pay their staff in advance of repayment from Intel, causing a timing issue from a working capital perspective. As the project schedule ramped up, the requirement for labour increased, as did the working capital requirement.

THE SOLUTION

Secto were struggling to find a solution from traditional lenders and approached InvoiceFair seeking an innovative growth solution that would allow the business to expand, while doing so under efficient and cost-effective terms.

What type of innovative solution would work best for this labour-intensive business operating blue chip contracts with large Multinationals in the Data Centre sector? The answer was to leverage their monthly completed and future worksheets for their staff in advance of payment from the main contractor to assist with their working capital and growth requirements.

InvoiceFair structured an innovative invoice discounting solution, where in addition to leveraging funding from their debtor book, Secto could leverage future income from their contracts with Intel and other Multinationals in order to fuel their growth and fund their future.

Secto could leverage 90% of work complete against approved timesheets in conjunction with 70% of future monthly cashflows from contracted position in order to fund their growth objectives and put their future in their hands.

THE DETAILS

INDUSTRY	Data Centres
DEBTOR	Various
FACILITY	Full Innovative Invoice Discounting facility leveraging 90% of Debtor Book & 70% of agreed future income based on contracted WIP

"The solution provided by InvoiceFair was like nothing in the market - it was tailored to our aggressive growth requirements. This gave us the platform to do what we do best as a leading provider of world class technical services on high end projects for large multinationals and really scale our business to the next level."

Shane Scanlan, CFO



HOW DO I GET IN TOUCH?

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 [Invoicefair.com](https://www.invoicefair.com)

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