



# Services to SMEs

An Introduction to BTG Commercial Finance



BTG Commercial Finance is a national brokerage offering free independent advice on a wide range of financial solutions.

## Overview

We deliver independent financing solutions and advice direct to companies on behalf of directors, accountants, banks and other professional institutions.

As trading conditions become evermore challenging, our commercial finance team is on hand to help raise the necessary funds that can make a real difference in ensuring you survive and even thrive in today's tough market conditions.

BTG Commercial Finance is a division of Begbies Traynor Group, a specialist professional services organisation.

## Our Services

Our team of commercial finance specialists provide these services, plus others that can be tailored to create the most appropriate funding solutions for your business:

- Factoring
- Invoice discounting
- Asset based lending
- Asset finance
- Access to credit insurance
- Trade finance
- Payroll finance
- Commercial mortgages
- Independent business reviews

## Case Study Examples

### New Invoice Financier Increases Funding Levels

#### Background

A property maintenance and shop fitting business with annual sales in the region of £750,000. Despite the challenging economic climate they had a very strong forward order book. The business had used a bank-owned invoice financier but the levels of finance generated were inadequate.

#### Position on Instruction

There were some issues from a previous business caused by a falling out between directors which led to claim and counter claim along with HMRC arrears.

#### Immediate Action

With the help of an insolvency director, we were able to give the incoming invoice financier comfort as to the nature and validity of the claims and make suggestions as to how the HMRC position could be best resolved.

#### End Result

The outcome was that the new invoice financier provided funding levels materially in excess of those provided by the previous lender.

### Replacement Funding Allows Company to Trade

#### Background

A business engaged in the manufacture and repair of steel. Due to a deteriorating relationship with their bank factor, we were asked to review the business, with the bank suggesting liquidation as the only alternative.

#### Position on Instruction

The bank was unwilling to fund certain invoices: the debtor was an agent; goods supplied were for an end user in the Middle East, and they also had HMRC arrears of circa £100k.

#### Immediate Action

Our team of specialists met the director who was adamant the business had a future. The company required a factor prepared to understand the issues the business faced. We introduced a factor prepared to fund invoices to the agent releasing sufficient funds to repay the bank, allowing the company to continue trading and retain eight staff.

We worked with an independent factor who replaced the bank's facility and worked closely with the company. The bank was delighted to help the client secure alternative funding, which they felt unable to provide.

#### End Result

Restricted funding would have led to certain liquidation and loss of jobs. Due to our market knowledge and understanding of the business we were able to replace the bank facility so the company continues to trade.



Offices across the UK (including Channel Islands) and overseas. [www.btg-commercialfinance.com](http://www.btg-commercialfinance.com)

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