

## DEAL SHEET 2009

As products, Factoring and Invoice Discounting provide flexible alternative financing solutions for businesses that require help with their cash flow. Factoring and Invoice Discounting provide robust financial solutions for businesses struggling to stay on top of their finances in this difficult economic environment. The Asset Based Finance industry provides finance to firms employing over 1.4 million people in the UK.

This Deal Sheet was produced by the Invoice Finance Committee, part of the ABFA, which aims to increase understanding and raise the profile of Factoring and Invoice Discounting in the UK and Ireland.

The Asset Based Finance Association (ABFA) is an Association which represents the Asset Based Finance industry (which includes Factoring and Invoice Discounting) in the UK and Ireland. Currently over 46,000 businesses are benefiting from over £15 billion in lending from this industry.

To find out more about Factoring and Invoice Discounting products, or to read more Factoring and Invoice Finance deals, please visit [www.abfa.org.uk/public/industryInformation.asp](http://www.abfa.org.uk/public/industryInformation.asp)



### VENTURE BACKING ENABLES TURNAROUND SUCCESS FOR FACILITIES FIRM

Workplace Facilities Management is a company that manages commercial buildings in the Midlands and provides a range of other support services. The business is now healthy, but its predecessor – Outshine Facilities Management – had gone into voluntary liquidation after suffering a run of bad debts. Venture had worked with Outshine since 2005, enjoying an excellent relationship, so when Managing Director Peter Thomas approached with a new business proposition it was ready and willing to listen. After due consideration, Venture saw that Peter's plan was credible and gave the new company a Factoring facility and a Venture Premium Advance. The latter enabled the new company to buy some of the assets of Outshine, making the transition between the two businesses as smooth as possible.

Peter said: "I cannot praise Venture too highly. Their team have been incredibly supportive, professional and non-judgmental. As well as giving us the financial support we needed to begin trading again, they put us in touch with a firm to help with the liquidation of Outshine. Despite the credit crunch, Venture believed in us and gave us the backing we needed." With Venture's support, the turnaround has been a success, and the company is trading profitably. Almost all of Outshine's clients have transferred their business to Workplace Facilities Management, confirming Venture's confidence in the new company.

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