

# Why Factor

You need cash TODAY . . .

## Power Up your Cash Flow

Factoring is an ideal means to finance growth for both new and established companies. When traditional sources of working capital financing are limited or simply unavailable, factoring is an effective financing option to provide funds for your business.

- Is your business held back by a lack of working capital?
- Has your bank failed to provide you with an adequate line of credit?
- Do delays in collecting on your accounts create cash flow problems for your business?

## Accutrac Capital Solutions offers a SIMPLE, FAST & EASY solution!

Factoring is a commonly used financial resource to secure immediate cash that is favoured by growing businesses and companies in transition. It is a well established financial strategy that permits owners and managers to focus on business development rather than wasting time and effort chasing money that's due. Many of Canada's largest companies purchase products and services from suppliers that factor their receivables. If your business is currently selling to customers with terms of 30 to 60 days or longer, we can help.

- Access to sufficient capital
- Reduce your credit risk
- Reduce your average days receivable
- Reduce your administration costs



Spend more time managing your business, and less time worrying about your cash requirements. Increasing your cash flow will enable you to gain purchasing power, take supplier discounts, and negotiate special prices.

**Receive up to 90% of Invoice amount within 24 hours**

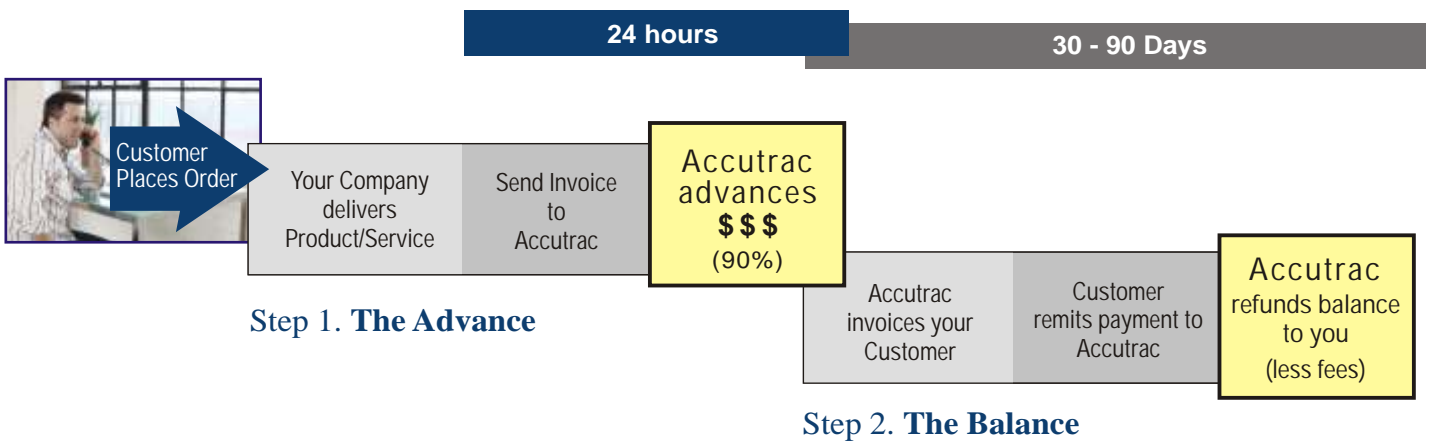
**PLUS:** Professionally managed collection of your accounts receivables

# How Factoring Works

## Receive immediate funds up to 90% of your invoice amount

Factoring enables a company to obtain immediate cash by selling its receivables for the invoice amount less a small discount. Accutrac Capital Solutions will pay up to 90% of the invoice amount within 24 hours of you delivering your product or service. The balance, less a small fee for our service will be paid to you once we receive payment from your customer.

## A Simple 2 Step Process



## How much does Factoring cost

Factoring is not a business loan, it is an alternate option and the only source of financing that automatically grows with your sales.

It is a simple process of selling your account receivables at a discount to Accutrac Capital Solutions who advances immediate cash up to 90% of the invoice face value. Accutrac waits to be paid from your customer then remits the balance (10%) minus a small service fee back to you. Service fees are based on invoice amounts and the time to complete the transaction. Accutrac Capital Solutions typically sets their fees between 0.06% to 0.09% per day.

### Example:

Based on 0.075% per day on a \$1,000.00 invoice outstanding for 30 days		
Advance: \$900.00 90% of invoice face value	Discount Fee: \$20.25 $\$900.00 \times 0.075\% (\$0.675) \text{ per day} \times 30 \text{ days}$	Refund to You: \$79.75 $\$1000 - \$900 - \$20.25$

**Immediate Cash** • **Simple Process** • **Affordable Service**

# Why choose Accutrac Capital Solutions

## A Trusted Financial Institution backed by Experience

Factoring services by Accutrac Capital Solutions is neither equity nor debt, it is a financial solution tailored to meet your specific needs with instant cash. Accutrac Capital Solutions is a trusted financial institution offering fast flexible services to provide operating capital that's easier to obtain than a bank loan.

We will walk you through every step of the way. Our experienced team of professionals will assist you in making sound credit decisions with complete access to a number of credit reporting bureaus. As a value added service we will follow up the initial credit review with monthly monitoring of any negative occurrences your customers may incur. Utilizing our state-of-the-art software, you can access professional and easy to follow reports at any time via the web.

## Who Qualifies for Factoring services?

We specialize in startup and high growth companies, and provide operating solutions for businesses recovering from financial difficulties. Our financing solutions are specifically designed for small and mid sized companies who would not normally qualify for bank financing. Whether you are a fast growing operation or a start-up company with no financial base to rely on, if you have receivables from credit worthy customers we can help.

## Quick and Simple

Factoring services by Accutrac Capital Solutions is accessible to most companies with credit worthy customers and easier to obtain than a business loan. We don't have a lengthy application process and once the paperwork is complete we proceed with funding. Often we can complete the process in as little as two weeks.

Once your account is activated with us, we will advance funds as quickly as you generate invoices.

**Power Up your Cash Flow**  
with fast, flexible factoring services by

**Accutrac Capital Solutions**



# Frequently Asked Questions

## **How do I get started?**

Fill out the attached quick application form and fax to 866-531-2651. One of our business development officers will be in contact as soon as possible. Upon review of your historical and projected financial statements, current accounts receivable listings, as well as other information as required, we will tailor a proposal to provide financing that meets your needs.

## **How long does it take to get initially funded?**

Once you sign and return our offer, due diligence commences and appraisals are completed. Based on this information, the approval of our credit committee is obtained and the legal documentation process is begun. The whole process, from the signing of our offer to first funding, is typically 15 days.

## **After an invoice is submitted, how long is it before you advance funds to me?**

Funds are advanced by electronic funds transfer within 24 hours.

## **How do I determine the status of my factoring account and request funding?**

You will have secure access to your account activity on-line 24/7 and will be assigned an Account Manager who will be responsible for day to day funding and reporting.

## **How is accounts receivable funding from Accutrac different than accounts receivable financing from a bank?**

When making a funding decision, we focus on the creditworthiness of your customers while banks will focus on your company's financial history and cash flow. Plus, since accounts receivable funding is not a loan, there is no debt on your company's balance sheet. Best of all, we will make a quick funding decision, while banks may take weeks or months to approve a loan.

## **I have had a past bankruptcy, is accounts receivable funding still an option?**

Yes, we will still consider your application even if you have credit problems or a past bankruptcy.

## **Are my customers going to be concerned about being asked to remit payment directly to Accutrac?**

In our experience, almost all customers are happy to co-operate with you. The business community is increasingly accepting the type of capital provided by Accutrac. Furthermore, our team of professionals will ensure that your customers enjoy working with us, as much as they do when working directly with you!

## **How do my customers know to remit their payments to Accutrac?**

We will prepare a very professional letter, to be produced on your letterhead. The letter simply advises your customers that Accutrac is taking part in the expansion and growth of your business.

## **Who will call my customer to collect payment?**

We realize how important your customer relationships are. At Accutrac Capital we communicate with your customers as if they are our customers. Our account manager's priority is maintaining positive relations with your customers thru professional well mannered communication