

CASE STUDY

➤ Over \$15M in fast, flexible funding with tailored product solutions

The challenge

Paul Thompson, a specialist in Invoice Finance, debt restructurings, and mergers and acquisitions, faced challenges while searching for suitable facilities for his clients. He found that the lack of options, products and support offered by potential lenders made it difficult to navigate complex facilities.

“I was dealing with three or four different departments all in the same deal, and I needed everyone to work cohesively together to try and get to the end outcome,” explains Paul.

The opportunity created

Paul approached Bryan Over at ScotPac for his expertise in running multiple products and syndications. “When you’re running multiple products all at the same time and trying to work out how to get syndications to work, you need that speed, interaction and expertise directly,” adds Paul.

They worked closely together on tailored deals for clients, including a \$8M acquisition deal for a construction company and a \$2.5M Invoice, Trade and Business Loan facility for a manufacturing business. A trade wholesaler also finalised \$3M in Invoice and Trade Finance.



The ScotPac difference

ScotPac partners with brokers to provide optimal solutions for their clients, making Paul’s job easier, as he praised the expertise, product understanding, and perfect product complementarity that simplified the journey. The Trade and Invoice Finance combination helped Paul’s clients grow rapidly by funding all working capital requirements without affecting the client’s cash flow or underlying facility.

Due to the exceptional result, Paul has received repeat business from all three clients, with one undertaking two mergers through Atlas Broker Debt Advisory and ScotPac in just 12 months.

Speciality:

Invoice Finance, Debt Restructuring, Mergers and Acquisitions

Products used: Invoice Finance, Trade Finance, Asset Finance, Business Finance

Relevant industries: Manufacturing, Construction, Trade Wholesale

Facility value: \$2.5 million, \$3 million, \$10 million, respectively



“ScotPac has been an absolute blessing within the industry, with a great product mix compared to anyone else in the market.”

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