

## What's it all about?

**Being responsible for cashflow within an SME can cause more grey hairs than anyone cares to admit, so here at Platform Black we've created a simple solution to a debilitating business inhibitor.**

Our easy-to-use, online invoice trading auction is a transparent service that empowers SMEs, and allows them to function without the strait-jacket of money that could be put to good use being tied up in outstanding invoices.

As all auctions require buyers and sellers so does Platform Black Invoice Trading, and we are working with some of the most recognised institutional sources of business finance in the market place, plus less traditional buyers such as Liquidity Funds, Family Offices and High Net Worth individuals. All of which means that sellers using Platform Black have access to a wide range of buyers, all competing to win their auctions, by offering them the most favourable terms.

We are flipping this market on its' head by offering SMEs a practical way to release funds tied up in their invoices, so that they can keep the wheels of industry turning. All the while, ensuring that all our Members are protected by the most stringent standards.

Just one example of our commitment to our Members can be demonstrated by our partnership with Experian, whose credit rating service is integrated into Platform Black, so that our Members have up-to-date credit rating data at their fingertips.

SMEs tell us that traditional forms of invoice finance don't work for them because Factors and Invoice Discounters insist on taking on their full sales ledger, and there are too many hidden fees along with variable interest payments depending on when a customer settles the invoice. Additionally, there are draw down limits per customer, and they are locked into one interest rate for long periods without the ability to access a free market.

**Platform Black, on the other hand, delivers competitively priced working capital on a Pay As You Go basis.**

## Benefits

**Competitively priced working capital**

**Funds within days not months**

**Improved cashflow, enhanced liquidity**

**No arrangement, annual or exit fees**

**No notice period**

**Pay As You Go**

Powered by



**We've signed up some of the most recognised business finance institutions, along with some you wouldn't expect.**

Get in touch with our team on

# 02380 60 61 40

Email us on [info@platformblack.com](mailto:info@platformblack.com)

[www.platformblack.com](http://www.platformblack.com)

## How does the process work?

SME needs to release funds tied up in invoices, and registers as a Seller with Platform Black.

The Seller sets up an Auction, choosing parameters that work for them.

Buyers are alerted and start bidding on the auction.

The Auction closes, the winning bidder transfers funds to Platform Black which are then passed on to the Seller.

The Seller benefits from Pay As You Go working capital, and an improved cash flow

We've been quoted here >

Mail Online

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This is MONEY

FINANCIAL  
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cityWire

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Innovation  
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## SME gets PAYG working capital

### Day One

A Seller put an invoice to a blue chip Debtor up for auction, requesting 75% of the invoice amount to be advanced for a maximum 60 day period. The Seller set the reserve at a 3% discount fee on the advance - this was what he was prepared to pay for his working capital.

### Day Two

The first bid was made by a HNW Buyer, matching the reserve discount fee set by the Seller, which meant the Seller had got the deal he wanted, and subsequent bids would only improve on his terms.

### Day Three

An institutional Buyer submitted a better (lower) discount fee bid. The HNW counter-bid later in the day. Bidding continued over the course of the auction, and in total seven bids were made between the two Buyers, with the institutional bidder winning with the lowest bid of 2.5%, when the auction closed.

### Day Four

Funds were received by Platform Black, minus the discount fee, from the winning bidder.

### Day Five

Platform Black transferred the funds to the Seller, which meant that they had the working capital they needed to fund their business' cashflow needs.

### Inside Sixty Day credit period

The Debtor settled the invoice by transferring funds to the Platform Black client account. This triggered the re-purchase of the invoice by the Seller from the Buyer, with the remaining balance being transferred to the Seller.



*My firm became familiar with Platform Black Invoice Trading when we conducted some market research on their behalf.*

*The team have done a great job of building a product and service which is a cinch to use and is all about the customer experience.*

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RESEARCH

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