



CASE STUDY

ACCOUNTS RECEIVABLE FINANCING



COMPANY PROFILE

Manufacturer
Annual sales \$2,000,000
Facility amount \$500,000

BUSINESS SITUATION

This company had designed a unique product for commercial application. The U.S. was their key target market. They were just entering into the commercialization stage after being involved in research and development for a number of years.

CHALLENGE

The company's balance sheet reflected the impact experienced by many businesses during the first stage of commercialization - access to working capital financing from traditional sources was not available. Another challenge stemmed from the majority of their sales being one-off transactions. To be competitive, they needed to offer financing terms to their customers.

SOLUTION

Camsa's Accounts Receivable Financing program provided access to working capital by funding invoices upon product delivery to their clients.

BENEFIT

The financing program met two of the company's challenges, access to working capital and the competitive need to offer terms to their customers.

RESULT

Five years later, the company continues to experience commercial success and an expanding customer base.

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