

How this importer uses flexible lending to trade internationally

“We have found Ebury so refreshing, innovative and modern. Our business is now growing rapidly and we don’t wish to utilise a bank facility and let them enjoy our good times as they were absent when we needed the most support.”

The company is a UK based shelving importer



BUSINESS CHALLENGES

The company had worked hard to establish good connections and contracts with major UK supermarkets. They were in a position to expand rapidly but needed an injection of capital into the business.

The company was approved a credit line with their bank, which initially seemed to be the answer to their financial problems. However, the payment process through the bank was lengthy and complicated. They experienced delayed payments that had a knock-on effect across their business and impacted their supplier relationships.

The company needed a fast and simple way to handle the payments that would guarantee their money arrived on time. They began to look for an alternative partner who could offer a flexible solution to their business needs.

EBURY SOLUTIONS

Ebury now works with the importer, providing a credit line with no charges for early repayment. This has given the company the flexibility to source products from further afield and they are now trading with a Chinese supplier, who can offer the same high quality products at a much lower cost.

The company now benefits from having a dedicated account manager, fast lending decisions and expert market insight. The payment process is simple and straightforward. Once the importer submits an invoice, we process the payment. Apart from signing the relevant legal documents, the company can leave everything in our capable hands.

Their account manager is in contact on a regular basis and this relationship is strengthened by Ebury's ability to communicate in Mandarin with company's Chinese supplier. This has considerably sped up the payment processing time.

We have worked to understand the company's needs so we can best support their growth.