

# Invoice discounting offers greater financial flexibility



## Invoice discounting from SFS offers Sterling Services increased flexibility

### The challenge

Sterling Services provides same-day delivery courier services, haulage, retail installation, and electronic point of sale installation services to companies throughout the UK and Europe. The company had been using an invoice discounting service delivered by a financing provider for 18 months, but had become increasingly unhappy with the service received. The company felt their account was excessively managed and the terms were restrictive and fixed.

### Our solution

Senior members of the Siemens Financial Services (SFS) invoice finance team, including senior underwriters and a relationship manager, liaised closely with the client to understand Sterling's business and to thoroughly discuss its requirements.

SFS' online facility allows Sterling to retain responsibility of credit control and gives real-time access to funding and payments. Sterling also has the option to receive an additional 10% of the approved invoice total, in addition to the standard proportion advanced by SFS, if required.

### Making it easier

SFS recognised Sterling's rapid growth and realised that there was room to offer greater financial flexibility. The service was implemented swiftly and from the outset provided Sterling better rates, higher funding levels and greater flexibility than its former arrangement. Given Sterling's reported issues experienced with the previous provider, SFS' senior relationship manager and underwriting team were keen to discuss and agree processes so that any potential similar problems could be eliminated from the start. Sterling also benefits from a dedicated account team, meaning that any queries are dealt with swiftly.

*"SFS worked hard to implement our invoice discounting service quickly, whilst at the same time ensuring that it was tailored specifically to our requirements and addressed issues that we had experienced in the past with our previous provider."*

**Jeremy Beck, Managing Director,  
Sterling Services Ltd**

