



SIEMENS

Ingenuity for life



Proton Group

SFS' advanced invoice discounting system allows Proton to expand

The challenge

Proton Group is a producer and distributor of hygiene chemicals including dish washer cleaners, laundry chemicals and beer line cleaners for the hospitality market.

Proton Group launched an innovative online portal where customers could purchase stock directly. The company's previous invoice discounting provider required the company to send a notification of each transaction. As order volumes via the portal increased, the demands of the previous facility became more and more time-consuming.

A new invoice discounting arrangement that could support the company's growth plans was needed.

Our solution

Siemens Financial Services (SFS) met with Proton Group to understand the business, its new portal and its growth ambitions.

SFS' invoice discounting system leverages the latest technology and is compatible with Proton's web-portal model. Drawdown of funds now only takes a matter of hours and the online system also gives the company real-time access to funding and payments. The system's simple, straightforward design made the transition between providers seamless.

The rates offered by SFS also mean that Proton Group now benefits from a more competitive invoice discounting arrangement.

Making it easier

The previous invoice discounting arrangement could not accommodate the company's plans for growth via its online portal. Proton Group can now fully explore its innovative expansion options and work towards its goals with the support of SFS.

Additionally, Proton Group is delighted with the service received, and finds the SFS team approachable and friendly. The company was first attracted by SFS' competitive rates, but the approach and attitude of the team is seen as a valuable bonus.

“SFS' system has the capability to support our growth strategy and working with the team has been a breath of fresh air.”

David Shaw, Finance Director, Proton Group.

Enabling business success

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