

GROWING TELECOMMUNICATIONS COMPANY MAKES THE RIGHT CALL.

CASE STUDY » \$7 Million Credit Facility

THE CHALLENGE

While consecutive quarters of expansion fueled a growing need for working capital, the Miami-based telecom company reached a \$2.5 million ceiling with its A/R facility from another alternative financier.

Fortunately, the company's investment banker knew the Alterna team represented decades of experience structuring larger, more complex facilities. Even better, the investment banker knew Alterna would take good care of the client and guide them through the process. An introduction was made, and we began our due diligence.

OUR SOLUTION

We immediately identified a need to integrate with the client's system software in order to complete the funding. This was a new kind of hurdle for our team, compounded by the client's need for funding before our best-case-scenario integration date.

We moved on three paths at once to answer the call:

- 1) Quickly customizing a temporary solution to fund our client's urgent capital needs,
- 2) Rapid and compliant integration with their system, and
- 3) Structuring a longer term solution to support strategic growth.

MEASURED RESULTS

- **85% advance rate** on accounts receivable to finance network expansion
- **Credit-insured** invoices to bring additional confidence in transactions for all parties
- **Ongoing collaboration** with client to fund growth strategy

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