

Cash Flow for Your Business





About Summit

Summit Financial Resources provides working capital financing to small and medium-sized businesses in a broad range of industries.

Our programs are designed for businesses in need of transition financing—whether that is for newly formed companies, existing businesses needing to adequately fund growth, or for businesses that may be experiencing other challenges.

Programs Offered

Summit provides transitional financing through a variety of structures, all of which involve lending against a company's accounts receivable:

- Invoice Factoring
- Asset-Based Lending (ABL)
- Inventory Financing
- Equipment Term Loans
- Small Business Loans
- Stretch Financing

We offer:

- Credit lines ranging from \$100,000 to \$4,000,000
- Advance rates up to:
 - 90% of accounts receivable
 - 50% of inventory cost
 - 60% of equipment value
- Nationwide sales, underwriting, and funding capabilities

Benefits

Summit Financial Resources offers a full array of client services through our experienced operations team — including 24-hour online account access and information reporting to help manage your customer relationships.

A key benefit of working capital financing is the profit potential of growth fueled by a predictable, accelerated cash flow. When used to stimulate the growth of a financially challenged company, working capital financing becomes a beneficial and sometimes critical tool.

Summit provides you with cash flow to:

- Meet payroll
- Replenish inventory
- Capture market share
- Reduce your cost of collection
- Generate more sales and profits
- Meet obligations in a timely manner
- Expand operations and grow your business
- Negotiate better terms and prices from suppliers
- Take cash discounts on your purchases from suppliers
- Eliminate the cash discount you offer to customers

Our Clients

Summit assists companies that:

- Need to fund rapid growth
- Need capital for acquisitions
- Generate revenue through government contracts
- Are seeking cash flow to even out sales seasonality
- May have reached a borrowing ceiling with their bank
- Are established and need a working capital alternative
- Are young and unable to obtain traditional bank financing
- Need cash flow to fund payroll and operating expenses
- Have faced challenging times and their bank is unable to extend or renew credit

Financing Guidelines



Product	Invoice Factoring	Asset-Based Loan (ABL)	Inventory Financing	Equipment Term Loan	Small Business Loan	Stretch Financing
Description	Receivables Purchase	Borrowing Base Certificate	Add-on only	Add-on only	Revolving Loan, Ledgered Collateral	Structured Stretch Piece for Growth; Add-on only
Facility Limits	\$100M - \$4MM	\$1MM - \$4MM	Up to \$1MM	Up to \$1MM	\$200M	<\$250M
Risk Profile	Higher with Underwritten Collateral and Controls	Lower, Strong Reporting and Management	Higher with Underwritten Exit	Higher, Short-Term with Underwritten Exit	Higher, less restrictive standardized pricing and controls	Higher, Short-Term Underwritten Exit
Pricing	Collateral Management / Admin Fee + Interest	Interest + Various Fees	Interest + Admin Fee	Interest + Admin Fee	Admin Fee + Interest / Collateral Management Fee	Flat, Monthly Discount Fee
Advance Rates	Up to 90% of A/R	Up to 85% of A/R	Up to 50% of Inventory Cost	Up to 60% of NOLV or 40% of Book Value	Up To 100% of A/R	n/a

Invoice Factoring

Our core product, Invoice Factoring, uses receivables as collateral to access latent cash in unpaid invoices. Summit Financial Resources can loan up to 90% against those invoices, unlocking cash flow and providing access to the capital companies need to pay suppliers, make payroll, take on new orders, and keep their business growing. Businesses that invoice for goods and services that can be verified as “completed” are ideal candidates for factoring.

Asset-Based Loan (ABL)

Asset-based lending (ABL) is a business loan secured by collateral or assets, including accounts receivable, inventory, and equipment. ABL is typically structured as a revolving line of credit, which allows companies to borrow on a continuing basis to cover investments or expenses as needed. To qualify for ABL financing, companies are generally required to be financially stable and have accounts receivable that can be financed.

Inventory Financing

Inventory Financing is a form of asset-based lending that allows a business to borrow against a variety of stock on hand to expand their working capital. We offer Inventory Financing as an add-on to our core Invoice Factoring or ABL product. Our Inventory Financing uses a combination of accounts receivable and physical inventory as collateral.

Equipment Term Loan

Summit Financial Resources views business equipment as an asset we can loan against. As an add-on product to an Asset-Based Loan or Invoice Factoring, our equipment term loans use the business’s equipment as collateral to add availability to an existing line of credit. Term loan amortization is up to 36 months, allowing companies to finance short-term needs and make investments necessary for long-term growth.

Small Business Loan

Our Small Business Loans are designed to provide fast access to cash for companies with good track records and invoices that can be used as collateral. We can provide small businesses with loans up to \$500,000 within 3 days of application. We fast-track the funding process – without cutting corners – to get companies the working capital they need, fast.

Stretch Financing

When cash availability against invoices is tight, we can advance a “stretch” piece of lending to help get cash flow moving. Our Stretch Financing add-on product expands on a company’s existing loan to cover short-term shortfalls. When other lenders can’t make it work, we can give businesses the full line of credit they need.

Industries We Serve



MANUFACTURING

We provide loans to companies that build things. If you can make it, we can fund it.



FREIGHT & TRUCKING

Whether you have a big fleet or just one truck, Summit gets you there faster.



PROFESSIONAL SERVICES

From consultants to staffing to oil field services, we loan to all types of professional firms.



WHOLESALE & DISTRIBUTION

We'll get your loan done fast, so you can get your product from Point A to Point B.

A Growth Financing Story



VIDEO >

We see your growth strategy, and we double it. Show us your company's vision, and we'll help you build it.

How To Qualify

Summit Financial Resources team members are experts at making the process as simple as possible, so you can get the cash solutions that will help your company grow. If your business has unpaid invoices that can be verified as "completed," you are on your way to getting the cash you need from invoice factoring!

STEP 1 – INVOICES INTO CASH

You have outstanding B2B invoices from creditworthy customers, and you need cash now.

STEP 2 – CASH IMMEDIATELY

Once your invoices are verified, Summit Financial Resources typically wires 80-90% of your qualifying open invoices.

STEP 3 – REPEAT

Repeat when you have new invoices for unlimited working capital so your business has the cash it needs to grow!

More Information

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WORKING CAPITAL THAT WORKS