

# BUSINESS FUNDING UPDATE

The regular newsletter of Business Funding Portal Ltd

January 2010! I'm sure I'm not the first to ask where the decade has gone since we saw in the New Millennium!

I am equally sure that few of us will have predicted the course of the UK and Global economy in that period with the latest (and perhaps most predictable) victim – Dubai – finally showing its hand late last year.

Anyway, we have always said that any economic situation brings equal numbers of threats and opportunities and one of the upsides of our current situation is that forward-thinking businesses are looking for mutually beneficial partnerships. BFP are keen advocates of these partnerships and have highlighted a couple of our successes in this newsletter. Please get in touch to see how we can work together.

Whilst the banks are slowly easing their lending criteria, there is a slight hurdle in that many SME's accounts are now

showing the battle scars of recession, thus making funding more difficult to obtain. The solution in no small part is to think beyond traditional 'Small Business Loan' and overdraft type arrangements and to give serious consideration to more appropriate, growth-friendly facilities, such as debtor finance and equipment finance.

As ever, we look forward to hearing from you with any requirements or queries you or your clients may have; in the meantime, I will ease you into the New Year with the Fisherman's tale, as told to me recently.

Robin Mathias FCCA, FCMA

07770 950 359

[robin@fundingportal.co.uk](mailto:robin@fundingportal.co.uk)

## A Fisherman's tale

The investment banker was at the pier of a small coastal Mexican village when a small boat with just one fisherman docked. Inside the small boat were several large yellow fin tuna. The American complimented the Mexican on the quality of his fish and asked how long it took to catch them.

"Only a little while" the Mexican replied

The American then asked why didn't he stay out longer and catch more fish? The Mexican said that, as two of the fish were for sale and two for his family to eat, he had enough to support his family's immediate needs.

The American then asked, "but what do you do with the rest of your time?"

The Mexican fisherman said "I sleep late, fish a little, play with my children, take siesta with my wife Marta, stroll in the village each evening where I sip wine and play guitar with my amigos, I have a full and busy life."

The American scoffed, "I am a Harvard MBA and could help you. You should spend more time fishing and with the

proceeds buy a bigger boat, with the proceeds from the bigger boat you could buy several boats, eventually you would have a fleet of fishing boats. Instead of selling your catch to middlemen you would sell directly to the processor, eventually opening your own cannery. You would control the product, processing and distribution. You would need to leave this small coastal fishing village and move to Mexico City, then LA."

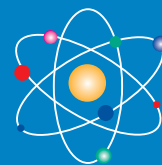
"But then what?"

The American laughed and said that's the best part.

"When the time is right you would announce an IPO and sell your company stock to the public and become very rich, you would make millions."

"Millions. Then what?"

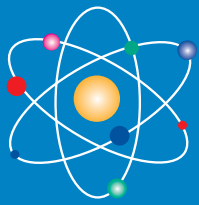
The American said, "then you would retire. Move to a small coastal village where you would sleep late, fish a little, play with your kids, take siesta with your wife, stroll in the village in the evenings where you could sip wine and play your guitar with your amigos."



Business Funding Portal Ltd

### Our Services

- Equipment Finance
- Debtor Finance
- Vehicle Sourcing and Leasing
- Commercial Mortgages
- VC / Turnaround Finance
- Health & Safety Services
- General Insurance
- Debt Collection/ Recoveries
- Virtual Office
- Document Signing Service



# BUSINESS FUNDING UPDATE

The regular newsletter of Business Funding Portal Ltd

## The Rising Cost of fuel

Remember when petrol at a pound a litre seemed inconceivable? Well here we are looking at £1.20 – which means many vehicles now cost £100 to fill with fuel! Whilst costs will fluctuate, the underlying cost is only likely to go one way...

BFP Document Services can help to mitigate those costs in those cases where a customer visit is necessary, but may not merit your time; or where time is critical and you simply cannot make yourself available; or even where you have too many points on your licence to drive!

We now have authorized and accredited Signing Agents through most of the UK and can offer our fixed-price service for a range of purposes including document signing, Know Your Customer accreditation, asset inspections etc.

For more information on BFP Document Services, visit [www.signingservices.co.uk](http://www.signingservices.co.uk) or call us on **0845 602 7318**

## LinkedIn

We have formed a Business Funding Portal Group on LinkedIn.

The aim is to air and discuss any issues surrounding the UK business funding environment.

We welcome your request to join; just search for us under 'Groups'

## Contact us:

Please call us on **0845 602 7318**  
or email [info@fundingportal.co.uk](mailto:info@fundingportal.co.uk)

Please email ideas for editorial content to:  
[news@fundingportal.co.uk](mailto:news@fundingportal.co.uk)

# Abacus Network

BFP are delighted to work with Abacus Network in the provision of Equipment Finance facilities.

Additionally, Abacus have been introduced to our General Insurance Partners to add these services to their portfolio.

Abacus Network have over 50 offices throughout the UK offering accounting and business advice to clients in all sectors of industry and commerce. All of their accountants are fully qualified and have held senior positions in industry, which gives them a unique insight into the financial and operational needs of their SME clients.

Steve Jackson, Abacus MD pointed out 'It is imperative that our service partners deliver the same high level of service and customer-focus that we offer ourselves; I am comfortable that BFP have the experience and professionalism to achieve this'.

Having successfully concluded initial transactions, both parties are looking forward to building on this success in 2010.

[www.abacusnetwork.co.uk](http://www.abacusnetwork.co.uk)

Tel: **0844 050 225**

## European Business Solutions

We are also delighted to partner European Business Solutions (EBS), providing services including Sales Aid Finance and Debtor Finance to their clients.

EBS provide support and business services to foreign companies wishing to enter the UK market.

MD Martin Williams commented 'Our clients are in a unique situation, in that they are typically successful in their home market, but are effectively new start in the UK. It is imperative that our business partners understand and can work in this environment. Having worked with the directors of BFP over a number of years I am comfortable that they can deliver the right solutions'.

.Every sales business wants help in closing more deals, which is precisely what we are offering to EBS clients.

[www.ebs.ltd.uk](http://www.ebs.ltd.uk) Tel: **01926 797 000**

For more information on Sales Aid Finance call Mark on **07932 075 754**



0845 602 7318



[info@fundingportal.co.uk](mailto:info@fundingportal.co.uk)



[www.fundingportal.co.uk](http://www.fundingportal.co.uk)