



Start Up Accounts Receivable Factoring Company

Client:

A private investment group with substantial experience in international trade asked Deering to assist in launching a factoring company.

Challenge:

The investment group was interested in providing factoring and lending services to international clients in Latin America and the Caribbean with US and Canadian customers. The group wanted to launch a new company to provide the services.

Services:

- Project Management
- Interim and Permanent Staffing
- Business Planning
- Market Research
- Financial Modeling

Solutions:

In addition to performing planning and market research services, Deering Companies acted as the interim executive management team on all aspects of operations and administration. Deering immediately worked with counsel to implement legal strategy for factoring clients across various countries in Latin America and the Caribbean. Deering worked with vendors for branding and IT services. Deering hired internal staff and identified outsourcing options for critical factoring tasks such as underwriting, accounting and collections.

Benefits:

The client was able to continue to focus on its core business while Deering Companies focused on the launch of the new factoring business. Deering worked directly with clients and debtors in order to carefully structure and launch a timely basis.