



EDUCATION

A GUIDE TO FUNDING YOUR SUPPLY CHAIN

SUPPLY CHAIN FINANCE AND TREASURY MANAGEMENT IN ONE

We understand the challenges of the funding cycle in the education sector.

When you require finance, say at the end of a funding cycle then we can provide the funding on flexible terms without arrangement or non-utilisation fees.

Our platform also works for you when you hold cash reserves and it can provide a treasury return on those funds without taking counterparty risk. Returns which are well in excess of any deposit or money market facility.

This can operate to provide finance to you or allow you to generate a return when you do not require finance but your suppliers want to be paid early.

FLEXIBLE FINANCE FACILITY WHEN YOU NEED IT:

We know that the funding cycle may cause cashflow pinch points. Our flexible finance facility means we can pay your suppliers for you and give you 120 days to repay us, no arrangement or non-utilisation fees. Easy to apply for and straightforward to set up.

A RETURN FOR YOU BY OFFERING TO PAY YOUR SUPPLIERS EARLY

Put your approved invoices on the platform and offer to pay your suppliers before the end of the credit period for a discount. Its completely optional for them.

You use your own funds and set the rate and earn a discount.

Or

We provide the funds to pay earlier and share the discount with you.

When using your own funds we expect you to be able to earn a Net yield of 9% PA (but you determine the rate). When we provide the funding we expect your return to be between 0.5% and 1%.PA.

So whether you need Finance at some stage during the year or want to make returns by offering to pay your suppliers quicker the Whitehall platform allows you to do either or both throughout your annual cashflow cycle.

HOW DOES IT WORK?

The process is underpinned by offering to pay suppliers over the Whitehall Platform.

1



You identify the supplier(s) and invoice(s) that you'd like us to pay.

2



You upload the invoices onto the platform.

3



We pay the supplier (or you pay the supplier if Treasury Management).

BENEFITS

WHO BENEFITS?

The Supply Chain Treasury Management solution provides a win-win for you and your suppliers. Your suppliers may often require finance but may struggle to find it because of the services they are providing and their weaker credit rating. With our solution suppliers are paid immediately meaning they can focus on quality and delivery.

BENEFITS OF SUPPLIER EARLY PAYMENT

- Non-Recourse - 100% Finance
- Suppliers can opt to receive early Payments as and when they want, when being used as Treasury Management or supplier pays finance facility.
- Access for suppliers available through Apple and Android apps
- Fast immediate Payment

BENEFITS TO YOU

- Earn a return when you use your funds or when you use external funds
- Web-based, so no implementation overhead for you
- No integration with your current finance system required
- Easy to use for both you and your supplier

TREASURY MANAGEMENT

9% Net Return P/A

Using your funds, the rate offered to your supplier is set by you.

Or

SUPPLY CHAIN FINANCE

Up to 1% P/A

We provide the funding to offer your suppliers early payment and pay your suppliers.

You pay us at the normal due date and you earn between half and 1% for facilitating.

Call us on 0203 369 0098

FAQS

FAQS: TREASURY MANAGEMENT

How long does it take to implement?

The process takes a few days to set up as you are simply offering a mechanism to pay your suppliers early.

How do you decide the amount available for early payment?

We don't, you do. This depends on your surplus cash and what you wish to make available.

Why don't we just do it ourselves?

Well you could. But administering the suppliers that have opted for the early payment is challenging. The technology involved to make this easy for the supplier is the critical thing to get right – which we provide.

How much does it cost to set up?

There is no cost to you. The finance cost to your supplier should they choose to opt to pay a discount for early payment will generally be less than they could achieve using invoice finance.

What would be an expected discount achieved from suppliers?

This is set by you. Typically buyers have been able to achieve a 1%-2% (including our fees) discount per month. Is there a limit on the number of suppliers that can participate? There is no limit on the number of suppliers that can participate.

Do I have to involve all my suppliers?

You are in control. You invite the suppliers or subcontractors that you feel would benefit from this and that you feel are suitable for early payment.

How do I know which suppliers have elected early payment?

You have full access to your accounts and reports.

FAQS: SUPPLY CHAIN FINANCE

If we use external funds, where does the funding come from?

Where we bring in external funds, these come from institutional Investors at an agreed rate for your suppliers.

Do I need to involve the Suppliers?

Since we would make payment on your behalf, the suppliers would be aware of us – but there's no further involvement needed from them.

Does Whitehall Finance take debentures?

No, we credit insure your organisation and ask you to sign a promissory note to say you'll repay us on an agreed date.

For how long is the advance?

We can pay your suppliers on your behalf and you would be able to repay us anytime up to 120 days later.

Who pays the fees?

It depends on whether you set this up as a Buyer pays or Supplier pays facility.

What size facility can we have?

We work with you and also our credit insurers to establish this.

Does this interfere with our existing banking arrangements?

Generally, this doesn't interfere as no additional security is taken.

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