



MARKETFINANCE VS FACTORING

KNOW THE DIFFERENCE

FOR MORE INFORMATION

Contact your Barclays
Relationship Manager

ARE MARKETFINANCE'S SOLUTIONS THE SAME AS OLD SCHOOL FACTORING?

Nope. Here's why:

MARKETFINANCE	FACTORING
Credit control	
We don't chase your debtors for payment so you maintain full ownership of those relationships.	You'll need to hand over credit control to your provider so they can chase your debtors for payment.
Cost	
Invoice finance tends to be more cost-effective and comes with the promise of no hidden fees .	Providers often quote favourable rates at the outset but then add extra fees every month, making it considerably more expensive .
Contracts	
It's a flexible solution. You can choose to finance some – or all – of your outstanding invoices and whether you'd like a contract or pay-as-you-go solution.	You'll likely get locked into a rigid long-term contract and could be forced to factor all the invoices in your ledger.
Confidentiality	
For SID, we use a discreet online tool to verify invoices and call on your behalf when we need to verify by phone. Our CID solution is completely confidential . For both solutions, we set up a trust account in your name, so your customers pay invoices to your business, not to MarketFinance.	Factoring facilities are generally disclosed . That means your customers will know that you're using a factoring facility and pay invoices to your provider rather than to your business.