

# Coronavirus crisis



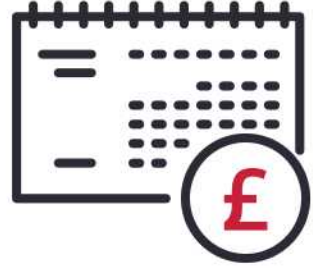
BETTER  
BUSINESS  
FINANCE

Is your finance provider being  
proactively unhelpful?

During the Coronavirus crisis, **PMD** has been there every step of the way for our supporting suppliers. We are fully functional, writing new business and helping clients deal with the crisis.







## Advising and assisting clients with payment holidays

We set up a dedicated team to handle the hundreds of holiday payment requests received from clients. Most of these have now been granted a minimum of a three month payment holiday.

Many clients told us that other brokers they had dealt with told them to contact the lender directly. A long-winded and unwarranted process, especially at a time when they needed to be focused on their business. It has also been reported that other brokers have been charging clients around £250 per case to negotiate on their behalf whilst PMD offered this service for free.



## Our Sales Support team

Some suppliers have furloughed parts of their workforce, including salespeople. On several occasions PMD's Sales team has followed up quotations for suppliers with their clients to provide more sales for the remaining team. Opportunities have been found and converted and help maximise business volumes during this uncertain period.

We have also worked on low start and other bespoke finance schemes to help suppliers position their offer more effectively.



## Delivered flexible acceptances even though funders were treating new business cautiously

PMD has an excellent reputation with its funding panel and this has allowed us to continue delivering credit approvals and process pay outs of supplier invoices, despite the crisis. Many funders, as a result of the announced lockdown, rationalised their credit approval and pay out processes overnight. Some deals have needed Director level sign off to pay out and new deals are being underwritten cautiously. However, PMD has managed to keep delivering. This has been tough but our reputation and our key level relationships with our funding panel has kept things moving for our suppliers.

Several suppliers who have been working with other brokers have asked us to look at credit proposals for clients that had been withdrawn post lockdown announcement. In several cases, the supplier's incumbent broker could not be reached with teams on full furlough. Our team has succeeded in having these deals re-approved and they are now awaiting pay out. One supplier in particular shared their delight with us and has confirmed they will be staying with us moving forward.



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It is not business  
as normal, nor will it be for a while.  
But if you want a finance partner that is  
on your side, working tirelessly on behalf of you  
and your clients, then call us on

**0161 633 2548**

and ask for one of our supplier team. You will not regret it.