

WHY CREDEC?

Our Solutions and Philosophy Make Us Unique as a Business Partner

CreDec is more than a payment services company. We use payment processing and data integration skills as the basis of a comprehensive set of credit management services that deliver real, measurable value to our customers and partners.

What we do is manage and safeguard our customers' credit. We do this by deploying systems and processes that are currently overlooked in the customer's business.

Our approach is simple. We understand that real value is created by the efficient combination of multiple services into a single complete solution, which is also highly cost effective. For small and medium sized enterprises, resource constraints - especially of relevant expertise and management time - present a constant challenge to the development of the strong financial business processes needed for secure growth. CreDec's innovation has been to make 'big company' credit management process and best practice available to smaller businesses.

From an operational, practical level this means that our intervention has to sit alongside a business's existing operations, without any interruption, system change or constraints on the customer's own services. This is how we deliver our service to our customers and partners, based on over 10 years of experience delivering services to major multi-national corporations and small and medium enterprise businesses.

CreDec's service proposition was developed specifically to address the absence of a comprehensive credit management solution for the small and medium enterprise market.

The relevance of these services to dynamic, forward looking business continues to become more pressing: The widespread reduction in the availability of credit, more challenging general economic conditions and the market challenges created by the failure of competitor businesses - with the knock on effect their insolvency creates for shared customers who suffer indirect loss - all contribute to a growing requirement for credit management.

The advantage of the CreDec model is that our customers and partners gain access to credit management systems and a level of financial control previously only available to much larger organisations, without any capital or fixed overhead costs.

CreDec's solutions require no capital expenditure, no specialist expertise or training of staff and our charging models are self-funding to our customers.

The broader benefits to the customer's business are compelling:

- > Reduced working capital and a lower overall cost of capital
- > More efficient customer payments and margin protection
- > New service propositions underwritten by secure credit terms
- > Stronger customer relationships
- > Better market intelligence
- > Enhanced management controls and accounting
- > Elimination of liquidity and capital shocks

We like both to deliver and show how we have done so. We have a commitment to excellence in our customer service that is world class.

In these ways we continue to change the way the SME market place thinks about credit. Continuous improvement is a part of our philosophy and it informs everything we do.