

5 reasons now's the time to benchmark your funding

It is essential that every business benefits from a funding facility that's right for them so that it has the means to take advantage of any opportunity that presents itself and is optimally set to achieve its goals. By benchmarking your own existing finance arrangements, you could access facilities which are better suited to your needs.

Here we've considered five reasons why now is the best time to benchmark your funding:

1. Lenders' appetites are continuously evolving

As the financial landscape evolves, it is common for lenders to adjust their appetites. This is particularly so in today's economic climate, where a sustained downturn has now been replaced by encouraging growth which is predicted to continue. For this reason, the facility that may have provided you with a solution a few months ago may no longer be the right one today. Could you now be eligible for a facility that is better suited to your business?

2. Different products are always being launched

There are more lenders in the UK now than in the past, providing an increased choice in terms of features and benefits. Many funders offer and continue to release a range of solutions that take into account businesses' changing requirements, which again means there could be something out there that's much more suited to your business. Without benchmarking you may not know!

3. Government intervention

The government is always stressing the importance of businesses to economic growth, but with access to funding still challenging for many it continues to introduce initiatives to improve the flow of credit to SMEs. In addition to setting banks lending targets and the introduction of the British Business Bank, it has launched schemes such as the Enterprise Finance Guarantee whereby the government guarantees 75% of the funds advanced. These schemes are announced and amended on a regular basis, so it's always worth paying attention and evaluating whether they could help your business.

4. Cash flow pressures are changing

The recent positive progress of Britain's economy has seen many businesses adapting to meet higher demand rather than wondering where the next order would come from. As a result, your original facility may now seem outdated and even counterproductive in what it can provide you against the current market.

5. Is your facility offering enough support?

Receiving news on an improvement of Britain's growing economy has been a welcoming change for many business owners and you may not be alone in wishing to capitalise on this progress. Regardless of these changes however, it could just be that your current funding facility isn't providing the necessary support to enable you to reach your potential. A review of your funding could highlight the areas in which you could receive better support.

As an independent commercial finance broker, Hilton-Baird Financial Solutions is ideally positioned to assist you in the benchmarking process. By reviewing your existing funding arrangements and considering your short, medium and long-term objectives, we can introduce suitable funding facilities and options. For more information about how we can assist, call 0800 9774833 or email info@hiltonbaird.co.uk.