

A woman with grey hair, wearing a light blue striped shirt, is smiling and looking towards the right. She is holding a white pen in her right hand. In the background, a man with glasses and a dark sweater is partially visible, looking towards the left. They are sitting at a white table. A smartphone is on the table in front of the woman. The background is a blurred office setting with shelves.

Stronger
Together

Hilton-Baird
Financial Solutions





We would love to work more closely together for mutual benefit. We have put together this document to underpin how Hilton-Baird Financial Solutions operates and highlight the opportunities for us to collaborate.

Comprehensive expertise

Hilton-Baird Financial Solutions is a commercial finance brokerage.

Established in 1997 and six-time winners at the Business Moneyfacts Awards, our team has extensive knowledge in sourcing funding for a wide range of business requirements, from MBO/MBI and restructuring requirements to supporting simpler cash flow needs.

Fully authorised by the Financial Conduct Authority, our approach ensures we get to know your clients inside out, enabling us to accurately match their requirements with the most suitable facility and lender while they continue to focus on running their business.

Who can we support?



Businesses looking for commercial finance rather than personal finance



Businesses of all sizes, from start-ups to large corporate entities



Businesses at any stage of their business lifecycle



Predominantly businesses who trade B2B, but also those who are trading with consumers

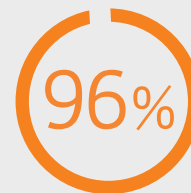
Client satisfaction survey scores



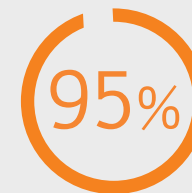
Helpfulness



Speed



Relationship



Knowledge



Understanding





What types of funding can we source?



New facilities

Our team has extensive expertise and experience in sourcing Asset Based Lending and Invoice Finance solutions. In addition to this, we source a wide range of funding to suit the needs of the client from asset finance to commercial mortgages and other solutions such as credit insurance. [Find out more...](#)



Complementary funding

Where existing facilities are in place but additional funding is required, we can source complementary funding or a suite of additional funding in some instances, based on the client's requirements and their asset profile.



Replacement facilities

Our knowledge of the market means we are able to quickly identify replacement solutions where a funder's appetite has shifted and the client no longer fits its lending criteria. Likewise, if the client decides the funder is no longer providing the funding or service required to meet their current or future needs, our understanding of the market means we are able to find alternative providers that would meet their evolving needs.

Purpose of funding

As businesses have a wide range of needs throughout the different stages of their lifecycle, we are able to source funding to support simpler requirements, such as paying suppliers, to more complex situations, such as transactions, overseas expansion or turnaround situations.

Many businesses have complex needs and, whilst there are common themes, we treat each business on a case-by-case basis to really understand their funding needs.





Key benefits

For your clients

Secure the right funding

The funding solutions and lenders we introduce will be the most suitable for your client, providing them with the cash flow support they need to meet their objectives.

Save time in their search

Our role means your client doesn't have to tackle the research and application process, and can instead focus their time on core business and what they do best.

Support throughout the process

As well as identifying the most suitable solutions for your client, we will guide them through the process and answer any questions they may have along the way.

For you

Right funding in place

The fact your client will be paired with the most suitable funding on the market will also benefit you, as they will be stronger financially and able to focus on core objectives.

Value add service

By helping your client to secure new funding, it's another service you can sell in to existing clients and prospects to demonstrate your all-round support and expertise.

A happy client

Ultimately, with the client benefiting from the most suitable funding as well as your services as their accountant, they're able to focus on driving their business forward in confidence.

"I had a great experience working with Hilton-Baird Financial Solutions. They introduced really competitive facilities that met our requirements. The process was easy and the team supportive. Their expertise was beneficial to us and they have helped towards our bright future."

Steve Laycock
Abbas Marquees

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Lenders we work with

We have a carefully selected panel of funders that we have built over the years, based on numerous factors. We operate a scorecard system based on wide-ranging criteria, whereby we ensure that the funders on panel continue to provide the service levels and funding structures our clients require.

Additionally, we invest resource and time in building valuable relationships with the key contacts within each lender. This ensures we understand personalities, ethos and culture. This plays a key role in the initial success of getting a facility off the ground, and ensures that, longer term, the facility remains the right fit for the client and the funder.

Transparent approach

We are typically remunerated by way of success-based commission from the funder the client chooses to proceed with.

The commission we receive is broadly the same from each funder and generated over the duration of the signed facility, ensuring that our introductions are solely based on which facility represents the right fit for your client.

Alternatively, clients can choose to pay a success-based fee for us to arrange any finance solutions, but the choice is entirely theirs and the pros and cons of each option explained at the time of instruction. There is no cost to you for our support.

Whether you have clients who would benefit from securing new funding or benchmarking their existing facilities against the wider market, we would be delighted to assist.

The funder Hilton-Baird Financial Solutions introduced us to has been great for us. Their invoice finance facility suits our needs completely and works exceptionally well, and if there are any problems our account manager is contactable and quickly resolves any issues.

I am grateful to Hilton-Baird for their introduction and support throughout and would recommend them to any business which needs a new funding facility.

Mandy Gresty
Bennion Commercial Repairs



I was really pleased with the service from Hilton-Baird in helping me find the right funding combination for our needs. Given the pandemic I wasn't sure if the right funding would be available, but Hilton-Baird showed that they know the market inside out and introduced the right options.

Jason Clark
RJ Clark Engineering



SUCCESS STORY

Recruiter secures improved invoice discounting facility

Hilton-Baird Financial Solutions helped a recruitment business to identify a more suitable invoice discounting facility, resulting in access to additional funding, lower costs and reduced admin.

[Read the full case study](#)

Client feedback

"Hilton-Baird were supportive and helped us to find an alternative provider that delivered just what we need – with reduced admin burden, a larger facility, improved cost value and, all importantly, improved service.

"It's great to have the right facility in place once again, which will continue to support our business as we drive our growth strategy forward."

SUCCESS STORY

£800,000 secured to facilitate MBO

The management buy-out of a tyre services company has been completed after Hilton-Baird Financial Solutions helped to bring the required funding to the table.

[Read the full case study](#)

Client feedback

"We were thoroughly impressed with the team at Hilton-Baird Financial Solutions throughout their entire approach and process.

"From the way they handled our initial enquiry to the options they presented, it was clear we'd made the right decision to engage with Hilton-Baird, who were highly professional and clearly knowledgeable.

"Their support was evident at every stage and was invaluable to us. They were communicative, we felt supported throughout and they were clearly focused on delivering for us."

SUCCESS STORY

Pharmaceutical wholesaler prospers with new facility

After their previous funder reduced the level of funding available, Hilton-Baird Financial Solutions quickly identified suitable replacement facilities to enable the business to meet critical payroll and supplier payments.

[Read the full case study](#)

Client feedback

"Hilton-Baird were supportive throughout the whole process – from the initial call onwards.

"They were able to quickly assess and understand our business and then introduce funders that could fully meet the needs of our business now and as we continue to grow.

"Their knowledge and expertise were key in securing the right funding partner and we now feel confident we have a long-term solution that meets our business's needs."





Award-winning
expertise



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