

**TRADE FINANCE** 12th Annual  
**Structured Trade & Export Finance**  
 in the Americas Conference  
 February 24th and 25th 2010 • Ritz-Carlton, Coconut Grove, Miami



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# TRADE FINANCE

FINANCIAL INTELLIGENCE FOR GLOBAL TRADE

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## Partnership Finance signs up for Surecomp solution

01 February 2010

Partnership Finance signs up for Surecomp's allFAC receivables management solution.

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Partnership Finance, an independent provider of working capital for the small and medium sized business sector based in East Sussex in the UK, is now in production with the ASP version of Surecomp's highly-acclaimed allFAC® receivables management solution.

allFAC is a powerful solution enabling users to optimize business processing, increase productivity, and satisfy compliance and risk management requirements. allFAC also empowers users to provide superior customer service and drive growth through the use of advanced workflow and business automation tools.

Equipped with extensive electronic data interchange (EDI) capabilities, allFAC offers a wide range of automated business-processing functionality. Operable on any platform, allFAC enables users to fully leverage their existing technology investment.

With no hardware to install, the ASP (hosted) version of allFAC requires nothing more than a web browser and broadband Internet connection at the user site. With nothing to migrate, customer access and custom branding is quick and simple. Moreover, with basic training, the customer is up and running with the system in a matter of days.

### HAVE YOUR SAY

All comments are subject to editorial review.  
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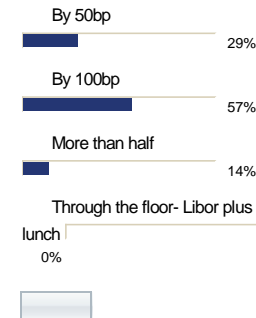
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### POLL

Banks are already discussing the perennial, and much-

loved, pre-export financing for Ghana's Cocobod. Last year saw a huge increase on the margin, which stood at 250bp and all in-pricing of 350bp. All bankers agree that a decrease is inevitable, but how far will margins drop on this year's deal?



#### QUOTE

“Until credit sanctioners can escape from their investment grade comfort zone, they'll never enable the full potential of an STCF approach to be felt.”

*Aidan Applegarth, independent banking consultant - Commodity banks bounce back, December 2009*

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TRADE FINANCE  
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