



PRODUCT BRIEF

## **BusinessManager<sup>®</sup>**

*Accounts Receivable Financing for  
Community Financial Institutions*

**jack henry** lending

BusinessManager is a fully supported program that helps your bank or credit union provide daily working capital to creditworthy, cash-constrained businesses in exchange for their accounts receivable (A/R). Through a unique blend of software and service, your customers' invoices are funded at a discounted rate on a full-recourse basis with a flexible cash collateral reserve.

For more than 30 years, BusinessManager has empowered community banks and credit unions across the U.S. to efficiently manage accounts receivables financing to:

- Safely provide creditworthy businesses with the working capital to grow
- Increase their institution's profits through recurring fee income

By providing the human capital, technology, sales support, and risk management expertise to purchase, manage, and monitor accounts receivable, BusinessManager puts you in the accounts receivable finance business.



Offering A/R finance with BusinessManager is an excellent way to generate fee income and increase core deposits while helping businesses in your community grow and prosper.

The key drivers for success are the Account Executives that Jack Henry Lending assigns to each partner bank and credit union. These seasoned experts in working capital finance function as an extension of your own commercial lending team, helping engage new business clients and monitoring the accounts. Their dedication to portfolio growth, safety, and profitability explains why our partner institutions see higher returns and lower loss rates with BusinessManager than with their traditional lending portfolios.

### Outstanding Features and Functions

**HELPS LOCAL BUSINESSES GROW WITH PREDICTABLE CASH FLOW** – BusinessManager provides cash for a business customer's receivables, direct-deposited into its account at your institution. Next-day access to funds improves cash flow for the business so it can better manage payroll, payables, and inventory purchases; negotiate with vendors; and pursue new opportunities.

**INCREASES INSTITUTIONAL EARNINGS POTENTIAL** – BusinessManager delivers yields that are generally two to three times those of with traditional credit lines and builds core deposits in the range of 20% to 35% of line balances. It also increases the cross-selling potential for your other products and services.

**ATTRACTS AND FOSTERS SUPERIOR RELATIONSHIPS** – Providing a flexible source of working capital attracts growing businesses and helps you retain commercial relationships. You can forge strong customer relationships by helping businesses address their needs and grow.

**ACCOUNT VERIFICATION BY EXPERTS** – The validity of select invoices purchased is verified and monitored by our staff, freeing your team to manage by exception notifications and monthly reports.

**IDEAL FOR A WIDE RANGE OF MARKET SEGMENTS –**

BusinessManager solves common cash flow challenges – such as fast growth, seasonal fluctuations, and longer payment cycles – associated with industries such as transportation, manufacturing, staffing, wholesale/distribution, professional services, and energy.

**DELIVERS PROVEN SALES AND MARKETING RESOURCES –**

BusinessManager partners get support and resources to effectively grow, manage, and securitize loan portfolios. Jack Henry Lending offers thorough, hands-on training for your staff, a library of digital marketing resources, a team of risk management experts, and, most important, a Jack Henry Lending Account Executive assigned to your institution.

**MAINTAINS CONTROL OF THE CASH CYCLE –** Invoice payments flow through a lockbox controlled by you, not the customer.

**PROTECTION FROM OVER-EXPOSURE –** A percentage of the purchased invoice is deposited in a limited-access cash collateral reserve account that serves as a cushion against account debtors not paying invoices within a specified time frame.

**DISTRIBUTED RISK THROUGH DIVERSE REPAYMENT SOURCES –**

Dependence on the ability and willingness of a single borrower to pay is replaced by repayment from many sources (debtors), which tends to spread risk on a geographic and industrial sector basis.



*In Their Words*

“The BusinessManager Account Executive is quite simply the difference maker ... without that support and constant guidance, we would never see the success we do. Our account representative works with us to solve any problem or meet any goal that we’re willing to make an equal effort to achieve.”

- BusinessManager Partner Bank Chief Lending Officer

**BusinessManager®**

**ACCOUNT EXECUTIVE DELIVERABLES**

Small Business Growth

Portfolio Development & Profitability

Risk Management

For more information, visit [jackhenry.com/lending](https://jackhenry.com/lending), or [contact us](#).