



## Support throughout the client lifecycle

The Hilton-Baird Group has been proud to support asset based lenders and their clients for close to 30 years.

With expertise across deal origination, risk management and debt collection, we are passionate about helping lenders to maximise lending whilst reducing risk – facilitating strong, long-lasting relationships between lenders and their clients.

Now we're part of FRP Advisory, a leading business advisory group with more than 900 employees across the UK and beyond, our market-leading offering can support you across the client lifecycle.

	LIVE BUSINESS	PRE-INSOLVENCY	INSOLVENCY
<b>Hilton-Baird</b> Financial Solutions <a href="#">Visit website</a>	Funding introductions Complementary solutions Refinancing Manage aways Turnaround finance	Funding introductions Refinancing Manage aways	Turnaround finance
<b>Hilton-Baird</b> Audit & Survey <a href="#">Visit website</a>	Audits Pre-lend surveys Debt verification Sales ledger reviews ABL due diligence service	Risk audit Pre-lend surveys Debt verification ABL due diligence Service	Pre-lend surveys ABL due diligence service
<b>Hilton-Baird</b> Collection Services <a href="#">Visit website</a>	Debt recovery & credit control Credit management review Lender back office services	Debt recovery & credit control Pre-insolvency ledger review, valuation & EOS Ledger monitoring Lender back office services	Ledger monitoring Collect outs Lender back office services

## Key contacts

**Evette Orams**  
 Managing Director  
 Hilton-Baird Financial Solutions  
 023 8070 6630 | 07894 513555  
[evette@hiltonbaird.co.uk](mailto:evette@hiltonbaird.co.uk)

**Neil Galer**  
 Head of Client Introductions  
 Hilton-Baird Financial Solutions  
 023 8070 6636 | 07703 882136  
[neil.galer@hiltonbaird.co.uk](mailto:neil.galer@hiltonbaird.co.uk)

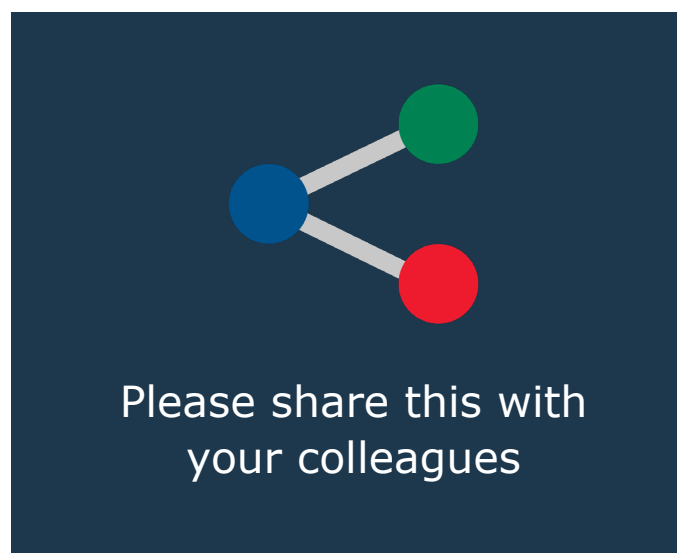
**Graham Bird**  
 Managing Director  
 Hilton-Baird Audit & Survey  
 07949 423364  
[graham.bird@hiltonbaird.co.uk](mailto:graham.bird@hiltonbaird.co.uk)

**Helen Anderson**  
 Audit Manager  
 Hilton-Baird Audit & Survey  
 07566 289344  
[helen.anderson@hiltonbaird.co.uk](mailto:helen.anderson@hiltonbaird.co.uk)

**Alex Hilton-Baird**  
 Managing Director  
 Hilton-Baird Collection Services  
 023 8070 6984 | 07958 745088  
[alex@hiltonbaird.co.uk](mailto:alex@hiltonbaird.co.uk)

**Ian Tramaseur**  
 Director  
 Hilton-Baird Collection Services  
 023 8070 6638 | 07894 095373  
[ian.tramaseur@hiltonbaird.co.uk](mailto:ian.tramaseur@hiltonbaird.co.uk)

**Jocelyn Duffield**  
 Head of ABL Services  
 Hilton-Baird Collection Services  
 023 8112 0001 | 07751 400557  
[jocelyn.duffield@hiltonbaird.co.uk](mailto:jocelyn.duffield@hiltonbaird.co.uk)



## Hilton-Baird Financial Solutions

An FCA-authorised and award-winning commercial finance broker with a proven track record of introducing businesses to a wide range of funding solutions.

<b>Funding introductions</b>	Assessing a business's specific funding requirements and identifying the most suitable facilities and lenders from our diverse panel.
<b>Complementary solutions</b>	Support with facilities and policies which add further value to clients, including credit insurance and commercial currency exchange.
<b>Refinance</b>	Helping businesses to secure more suitable and cost-effective funding facilities to help them overcome challenges and reach their potential.
<b>Manage aways</b>	Identifying replacement invoice finance facilities when clients move outside of your lending criteria, supporting all parties during the transition.
<b>Turnaround finance</b>	Sourcing funding that's suitable for businesses in a turnaround situation to improve their cash position.

## Hilton-Baird Audit & Survey

A provider of outsourced risk management services to help asset based lenders and equity specialists make informed lending decisions, minimising risk whilst maximising lending.

<b>Audits</b>	Routine or ad hoc audits which enable lenders to gain a detailed look at their clients and make informed and timely lending decisions.
<b>Pre-lend surveys</b>	A comprehensive appraisal of a prospective client, ensuring any lending decision can be made swiftly and accurately.
<b>Debt verification</b>	A professional debt verification service to validate a business's top debtors. Can be conducted on a confidential/disclosed basis.
<b>Sales ledger reviews</b>	Sales ledger review and debt verification service to assess a client's health and provide information the lender needs to make informed decisions.
<b>ABL due diligence service</b>	A document or information memorandum multiple lenders can use to underpin their credit decision, ensuring the client isn't overburdened with multiple due diligence requests and providing greater assurance of lender deliverability.
<b>Risk audit</b>	A detailed review of a client's sales ledger and financial performance when the lender has concerns over its viability.

## Hilton-Baird Collection Services

An award-winning, FCA-authorised debt collection agency and provider of debt recovery and credit control solutions to businesses, lenders and Insolvency Practitioners.

<b>Debt recovery &amp; credit control</b>	Supporting businesses and clients of invoice discounting companies with the recovery of invoices, as well as fully outsourced credit control services.
<b>Credit management review</b>	A comprehensive review of nine key areas of a business's credit management processes, policies, people and systems, with recommendations on ways to improve and debt recovery support where required.
<b>Lender back office services</b>	Back-office support services to asset based lenders, including outsourced credit control, month-end reconciliations and telephone debt verification.
<b>Pre-insolvency ledger review, valuation &amp; EOS</b>	A thorough collectability and contingency review which scrutinises the nature of the receivable, order-to-cash process and paper trail, resulting in a ledger valuation and EOS that's based on a number of scenarios in an insolvency.
<b>Ledger monitoring</b>	Providing the IP or incumbent funder with insight into and control over collections performance in an intensive care situation or insolvency.
<b>Collect outs</b>	Dedicated collections support in a collect out scenario that's focused on maximising returns for creditors.