



Financing

Companies, even when being important, barely carry out structured processes when it comes to negotiating, or re-negotiating financing, may they be «corporate», assets or so called «structured».

Nevertheless, our experience shows that the company, by organising a structured consultation process (of banks or pools of banks) benefits from additional transparency, fluidity and, most of all, from a better fit with its specific needs by entering a process it would regard as heavy and constraining. Indeed:

- The **in-depth analysis** of the real needs of the company results in an objective description of the stakes and goals of the potential operation but most of all **underscores the all constraints** - operational, legal, fiscal, and financial or accounting - the project will have to cope with.
- These assignments, carried out as a first step, allow the implementation of a bank or pool consultation process based on **precise standard terms** and **specifications**, favouring a proper competition in a transparent process.
- This structured process allows a **homogeneous perusal** of the proposals received and thus an **easier comparison**. As a consequence, the resulting hierarchy between offers underlines the advantages and drawbacks of each proposal compared with the needs and constraints of the company. This process smoothenes substantially the negotiation as well as the final selection.

In this context, Aurige Finance can support companies throughout the process within a “Delegated Mastered Work” assignment.

