

Concluding Business @ Internet Speed

Volume  
Issue  
2005

# Seller financing



Virtually any industry [agriculture, health, manufacturing, retail, service, transportation, wholesale] can realize substantial benefits in using Term Allowance Drafts and our eTACH ASP financial exchange. Free market pricing for B2B trade is increasing profits through greater productivity within your supply chain.



## eTACH - a free market approach

Commisceo's eTACH program is a web-based working capital solution that provides unsecured financing of seller invoices for delivery of goods and services. The program benefits include:

- Enhanced credit management through our TACH Score rating system
- Increased software ROI through lower cost of software purchase
- Enhanced cash flow and mitigated collection and bad debt expense

### What are Term Drafts?

Commisceo's eTACH program implements time instruments we call Term Allowance Drafts. Like demand drafts, a drawer is the seller in which the draft is made payable and the drawee (buyer) is the entity committing to the draft obligation. The buyer's draft signature confirms (i) a delivery of goods and services, (ii) the buyer's acceptance, (iii) an agreed to buyer payment date and (iv) lastly the signed draft itself represents payment in accordance of the Term Allowance Participation

Agreement. The draft is negotiable and allows the seller to endorse the draft to a third party. At minimum, our drafts can be considered a negotiable promissory note which upon its due date is collected like a normal check.

### Additional Draft Benefits

Our Term drafts are irrevocable and have defined due dates. To further enhance collection, the drafts invoke Holder in Due Course after the seller endorses the instrument(s) to our Holder syndicate further enhancing working capital productivity.

### Time is Money

Our drafts ensure timely payment and predictable cash flow and expense thus enabling our banks and insurers to purchase and insure at competitive rates. Our ability to fund on recourse or non-recourse extend our flexible benefits throughout the financial supply chain from buyer to seller to bank. Given the fixed nature of our program and our ability to share fees between trading partners, there is no other solution available in the marketplace offering similar benefits.

### THE SELLER BROCHURE:

- About eTACH
- What are Term Allowances
- Legal Benefits
- How to Get Started



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## Our Solution

The eTACH Program, the eTACH exchange and the eTACH CPO solution is designed to differentiate our electronic payment and settlement process from others. No other financial service provider is able to offer a middle market trade settlement solution offering early discounts, flexible trade terms, variable capital risk and risk

hedging to benefit either party to trade settlement.



The below characteristics outline eTACH's many benefits:

### Our Competitive Edge:

- Unsecured financing
- Non or Recourse financing
- Origination and fulfillment
- ASP online settlement
- 7 years proven settlement
- 24X7 multi-user access
- Patent pending settlement
- Use of financial instruments
- A/R and A/P cost mitigation

As Commisceo enters its 7th year of B2B settlement, our commitment to the founding principals of innovation, leadership, and B2B trade finance is predicated on each seller, buyer, holder and partner input. Without their continued input, we realize that eTACH's future growth will fall short of their goals.

# Improve cash flow, collections and the receivable cycle

## Legal Benefits to the Seller

### Irrevocable Payment

Term drafts are irrevocable which means the buyer, upon signing the instrument, relinquish future disputes, offsets or counter-claims related to that draft payment. This ensures the holder of the instrument

payment short of buyer bankruptcy. Should the buyer default for any other reason this would constitute payment fraud and have respective state statutes to ensure payment. In fact, one can pierce the corporate veil to ensure collection.

### Holder in Due Course

Most important, when the seller discounts the Term draft to a holder, the third party holder of the negotiable instrument is not subject to preferential payment thus increasing seller collection against further buyer losses.

## How to Get Started

You can visit our eTACH exchange at <https://www.commisceo.com/etach>. Once you enter the ASP application, you can begin the enrollment process by hitting the buyer/seller enrollment link and follow instructions.

### Enrollment Links

Upon entering the ASP eTACH application, there are two links for enrollment. The first link is the buyer/seller enrollment which first takes you to contact enrollment data. After entering this data, you will be required to complete the corporate enrollment information which includes corporate, financial, performance bank and trade information.

### TACH Score™

Once you submit your enrollment, the eTACH system will automatically calculate your TACH score which will be used for Holder credit analysis and matching. Please be sure to complete all contact and corporate data to ensure accuracy. This process is most important to ensure transaction liquidity and efficient pricing.



### TACH Grade™

Our TACH Grade is our proprietary method to matching the Holder's risk appetite to your TACH Score. Again, it is very important that you maintain your corporate profile with the most accurate corporate performance and finance information. This will ensure efficient pricing

and transaction liquidity. Only through adequate information will our eTACH program effectively credit score your company to implement our most recent innovation—our CPO solution.

### Capital Pricing Optimization ("CPO")

Our most recent patent pending settlement process is wrapped around the pricing and settlement of B2B financial instruments. For the first time companies are able to discount trade by leveraging one another's credit risk to either reduce buyer trade costs or implement as a revenue center. CPO is fast becoming a more efficient (cost—vs.—fee) solution for sellers to manage working capital.