

# Commercial Contractor Materials & Supplies Financing Program Overview

## What We do

We provide 120-day material financing terms to commercial contractors.

### The Problem

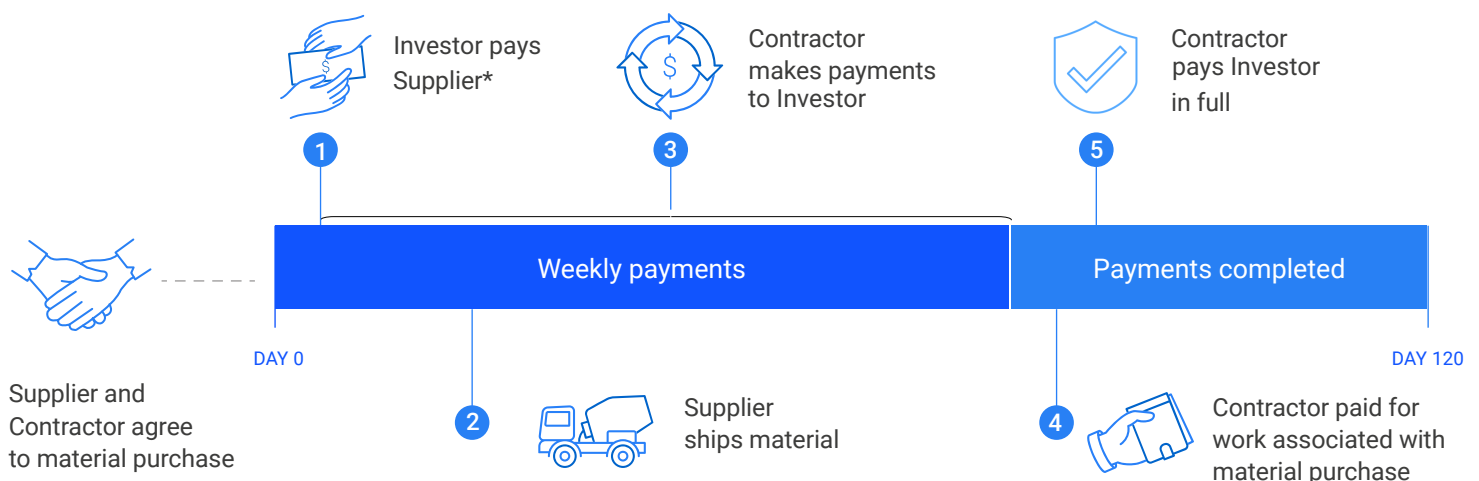
Let's face it, the cash conversion cycle most contractors face is broken. Contractors are required to front large sums of money to purchase materials yet are often the last to get paid upon completion. On average, it takes 84 days for contractors to get paid on commercial construction projects.

Traditional credit sources are conservative and unable to fulfill all of a contractor's purchasing needs. Additionally, traditional supplier terms are too short and do not align with a contractor's payment cycle.

### Solution

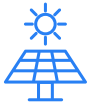
- 120-day terms – contractors pay for materials when they get paid, or up to 120-days.
- Project-based underwriting – higher approval limits and less restrictive credit requirements
- Same-day approvals and funding accommodate the needs of commercial contractors
- Credit terms on multiple projects and purchases at the same time – each purchase gets its own 120-day term
- No penalty for early payoff
- Get credit terms with any supplier

### How It Works



# Funding Examples

## Example 1



A Florida based solar contractor landed a \$1.3MM solar installation contract. The material cost for this job was \$391,000. With under three years in business and \$1.9MM in revenue, the installer's supplier was unwilling to extend credit terms and required cash on delivery.



## Solution



Investor engaged with the client and within one day approved the entire material purchase. The contractor received payment on the project 85 days after breaking ground and paid off Investor shortly after. By using Billd, the contractor was able to execute on their largest and most complex project to date while maintaining their cash reserves to continue scaling the business.

## Example 2



A 10-year-old Louisiana general contractor was performing a large-scale restoration project in the Southeast. The contractor needed to purchase \$38,000 of specialized windows from a supplier they did not have credit terms with. Although an already well established entity, the supplier's credit approval process was expected to take 7 days, which would put the project behind schedule.



## Solution



Unable to wait a week, the contractor reached out to Investor for instant credit terms. Investor approved the contractor that same day and wired funds within 24 hours. The quick funding allowed the contractor to obtain materials and complete the job ahead of schedule. The contractor was also able to take advantage of a cash discount from their supplier.

## Example 3



A rapidly growing framing contractor was six months into a large apartment development when they exhausted their lines of credit and supplier terms. The contractor needed \$150,000 in materials to finish out the project but did not have the cash available.



## Solution



Investor was engaged and helped the contractor drive the project home. Billd's project-based underwriting approach recognized the value of the project and approved the contractor for additional credit. The contractor's ability to execute for the developer has since led to many more awarded projects, and the additional purchasing power with Investor has allowed the contractor to take on multiple projects at once.