

Happy Valentine's Day!

Share the FactorFox Love



Robert Vasquez

Hello everyone, even though 2011 has only just begun, we're in full swing producing new upgrades, updates, training videos and improvements to our service. This month's newsletter reports on the latest! We are also featuring one of our customers this month that will be instrumental in helping us develop our participation module. Finally, we are improving our software to meet the needs of our friends overseas, so we are working on developing a VAT tax and for our friends down under we are working on the GST tax feature in FactorFox.



Don D'Ambrosio

Grow Your Business with Participation

So you have this great factoring business and all of your efforts are starting to pay off. Your marketing campaign is generating new leads and your existing clients are growing. For most businesses this would be a dream come true. Right?

But what happens when your factoring company does not have enough cash to fund new invoices? It's almost as if you are in the same predicament as your clients. You have new business but no capital to grow.

One solution called Participation is a great way for you to keep your current book of business and fund new deals. It's actually quite simple and very effective for many factoring companies. A participant can enter into an arrangement where they fund all or a portion of the factor's invoices in return for a percentage of the fee charged to the client. In some cases the participant will allow the factor to stay on as the lead, allowing them to keep their relationship with their client.

At Oxygen Funding, we have worked with several FactorFox users in participations with great results. Kim Deveney of American Funding Solutions says, "I really enjoy working with Oxygen Funding to help provide additional funding resources to my clients. Participating with Oxygen has allowed me to continue to service my clients while reducing my risk and funds outstanding per client. I think it's a win-win situation for both of us."

Let's face it, there's nothing more frustrating to a factor than having to let go of a good client or give away new business due to lack of funding. Think about it, you earned the business; shouldn't you get to keep it? Participation may be the answer for you.

Don D'Ambrosio is the president of Oxygen Funding, Inc. and a current user of FactorFox software. For more information Don can be reached at 800-790-3419 or you can visit his website at www.oxygenfunding.com.

New Goodies Coming Soon!

FactorFox 4.0

Scheduled for March

New Reporting Engine

Management

Participation

PO Funding

Workouts

Franchisor Module

FactorFind Site

We're upgrading our FactorFind website, so keep us bookmarked and stay tuned as we will send an update in one of our newsletters

Management


Today we completed the management part of FactorFox and are uploading the upgrade on our testing site. This new feature will allow the factor to assign roles and permissions to their staff.



Are you using RPost when sending your NOA?

Send registered emails right from FactorFox. The RPost team will be contacting you shortly to make sure you can get the best use of this software add on.

Join our FactorFox group in LinkedIn!

 **Great Ideas:** We want to thank our users for participating in this group and offering up some really great ideas on how to improve FactorFox. We have added many of those ideas to our project schedule.

New FactorFox Start Up!

Our FactorFox website has been updated, so take a look around. We are now introducing a new subscription for Factor startups that are just getting started and need the right tools to be successful; therefore, we now have "[FactorFox Start up](#)". Intended for new factoring companies that have no or very few clients and limited income as they begin their operation. It has all the features small factoring companies want and need, and includes the capabilities of the other versions.

