

“Our customer introduced us to PrimeRevenue’s Supply Chain Finance (SCF) platform. Now we get cash much faster, often within one week of delivering the ordered products”.

*Eva Gustafsson, Responsible for Trade Debtors
MetallFabriken Ljunghäll*

CASE STUDY

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Based in Södra Vi, Sweden, Metallfabriken Ljunghäll AB is one of the largest aluminum die-cast manufacturers in Europe.

Ljunghäll provides die-cast solutions for some of the world’s largest companies and serves many industries, including automotive, consumer products and telecommunications.

Ljunghäll specializes in technically advanced castings, often working as a development and, in some instances, design partner from an early stage. It creates added value by offering complete solutions, products and associated services that meet the highest quality, safety and environmental requirements needed by its many customers.

CHALLENGE

It used to take 90 days for Metallfabriken Ljunghäll AB to get paid by its largest customer. And when shipments were missing or incomplete, payment could be delayed even longer, even after the issue was resolved.

“Our customer then introduced us to PrimeRevenue’s Supply Chain Finance (SCF) program,” said Eva Gustafsson, Responsible for Trade Debtors, Metallfabriken Ljunghäll has realized benefits from the SCF Program since the company began using it one and a half year ago.

SOLUTION

“Now we get cash much faster, often within one week of delivering the ordered products,” Ms. Gustafsson says. She receives an email every day from PrimeRevenue that explains which invoices have been accepted, and then payment follows automatically.

In addition, she can immediately see what invoices are approved. If shipments do not clear in a timely manner, she can reach out immediately to her Customer and determine if there is a problem. This not only ensures timeliness of payment, but it also enhances Ljunghäll’s relationship with their Buyer. “When that happens, I contact my Customer and learn if the delay in payment is due to a problem. If so, we get the problem resolved quickly, then the money can be in the Company’s bank account within just a few days,” Ms. Gustafsson states.

RESULTS

“Supply Chain Finance is very easy to use, and it’s very helpful,” Eva Gustafsson concludes. Among the benefits Metallfabriken Ljunghäll receives are:

- Much faster payment, often within one week of shipment acceptance.
- Daily communication of shipments accepted.
- Early alert that there is a problem with a delivery.
- Better relations with their Customer.

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