

# Preferred Vendor Application

The purpose of the International Factoring Association is to disseminate information to the Factoring Community regarding developments and changes in the industry. Membership is open to all banks and commercial finance companies that perform financing through the purchase of invoices or other types of accounts receivable.

For consideration in becoming an International Factoring Association Preferred Vendor, please complete the following form.

**Company Information**

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Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Zip \_\_\_\_\_ Country \_\_\_\_\_

Phone \_\_\_\_\_ Web Site \_\_\_\_\_

Contact Name \_\_\_\_\_ Contact's Phone \_\_\_\_\_

**Corporate Officers**

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Name \_\_\_\_\_ Title \_\_\_\_\_ Phone \_\_\_\_\_ Email \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_ Phone \_\_\_\_\_ Email \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_ Phone \_\_\_\_\_ Email \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_ Phone \_\_\_\_\_ Email \_\_\_\_\_

Company Description:

Year You Began Working With Factors: \_\_\_\_\_

Product/Service(s) Name: \_\_\_\_\_

Product/Services(s) Description:

**Factors Utilizing Your Product/Service(s):**

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Company	Name	Phone	Email
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____
5.	_____	_____	_____



**Non-Factors Utilizing your Product/Service(s) (if applicable)**

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Company	Name	Phone	Email
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____
5.	_____	_____	_____

**Top Three Competitors:**

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Company	Name	Phone	Email
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
	_____	_____	_____

Advantages of Your  
Product/Service(s)  
over your Competitors:



As a Preferred Vendor, what advantage will you be offering to IFA members? This can be lower pricing, a superior product/service or some other advantage.

Will you commit to exhibiting at the Annual Factoring Conference? \_\_\_\_\_

Why should we select your company?

By completing this application you agree to have your company investigated by the International Factoring Association and its Advisory Board. If you are approved as a preferred vendor, you will be required to sign a preferred vendor agreement. The fee for processing this application is \$585. This application fee covers the cost of performing the background investigations. You may pay via check or credit card:

Name on Credit Card: \_\_\_\_\_

Credit Card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ CVV: \_\_\_\_\_

Billing Address: \_\_\_\_\_



# Requirements

**The following is the criteria to be followed in evaluating the Preferred Vendor:**

- To provide a competitive edge (advantage) for IFA members;
- To provide pricing and features that are generally unavailable to individual Factors;
- To offer products which are beneficial to a significant percentage of members;
- To financially support the IFA mission and goals;
- To offer products which provide incentives for nonmembers to join the IFA in order to take advantage of the value-added feature;
- To offer products which offer unique benefits usually not offered through other providers;
- A preferred vendor compensation of \$3,000 per year to the IFA;
- Commitment to participate in exhibit shows.

**We maintain IFA's integrity in the preferred vendor by using the following criteria to evaluate an applicant:**

- Exceptional quality product, service and personnel;
- Special discounted pricing or features for IFA members or customers;
- Minimal financial and employee resources required from IFA office;
- Commitment to the Factoring marketplace;
- Personal knowledge of service providers by Factors;
- Record of financial stability and expectation of ongoing financial viability.

**IFA staff has responsibility for the following procedures:**

- Have a general understanding of similar products or services offered to our members in the marketplace;
- Get input from impartial third-parties on the marketplace and products when necessary;
- Provide IFA Vendors offering similar products the opportunity to make a proposal for preferred vendor arrangement;
- Obtain Factors' input on similar products and services and their providers;
- Obtain requisite financial data, records, etc., from prospective providers to assess stability and viability;
- Ensure IFA's ability to enforce or dissolve contract with prospective provider in the event of the latter's dissolution or merger with or acquisition by another legal entity;
- Obtain provider's commitment to ensure privacy rights of IFA members;
- Do a formal RFP if essential.