

## TLM Technologies

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*ArchOver understood our business requirements straight away and immediately mobilised into action. They have given us the confidence of knowing that a genuinely responsive funding solution actually exists, allowing us to simply get on with growing our business and building value.*

# TLM Technologies fuels growth of their service delivery with the help of ArchOver's dual lending services

**ArchOver enabled TLM to raise £1.1m by leveraging the value of their accounts receivable and contracted revenue.**

Over the last six years TLM Technologies ("TLM") has grown from a small pump maintenance business into one of the leading technology companies in the UK convenience and fuel industry. Offering electronic point of sale (EPOS), back office and head office systems designed to unlock the full potential of retail environments, TLM is focused on introducing new features and functionality that cement its status as a market leader by developing new IP.

After comparing all the finance options available, including traditional banks, TLM selected ArchOver because they offered the most flexible, straightforward loan process, which allowed the company to exit its previous financing.

Lee Papper, CEO says "TLM is a fast paced, fast growing SME. Previously, we had an invoice finance facility, which we had outgrown and could no longer fit with our requirements. We needed a solution capable of being as dynamic as we are. ArchOver has met that brief. With them, we have been able to exit invoice finance and continue to fund growth enabling activities without disruption or delay, which is truly transformational."

Together, TLM and ArchOver have pioneered the first multi-service peer-to-peer business loan using two flagship funding models: Secured & Insured and Secured & Assigned.

ArchOver launched this new joint model in February 2017, enabling high-growth companies to raise funds against their accounts receivable and contracted revenue.

A total of £1.1m, split between two loans, was funded over the ArchOver platform. The first enabled TLM to exit their invoice discounting facility by providing a 12 month, £600,000 'Secured & Insured' loan secured against their accounts receivable. The second was a 12 month £500,000 'Secured & Assigned' loan, based on their contracted revenues from software licenses and service maintenance contracts.

Lee Papper says "ArchOver was recommended to us. We promptly met with them and haven't looked back. Their team moved quickly, not only to put our loan in place but to put together a new innovative package that fits with the dynamics of our fast growing core revenue streams".

ArchOver's peer-to-peer lending platform provides borrowers with fixed term loans – a bespoke solution tailored to the needs of the business. ArchOver never requires personal guarantees and allows borrowers to plan for the future knowing they have the security of funds.



**archover.com**  
0203 021 8100  
[commercial@archover.com](mailto:commercial@archover.com)