

TRADE CREDIT INSURANCE GRANTS RECEIVABLES PROTECTION TO SME



CUSTOMER BACKGROUND

Insurable Turnover:
USD 25,000,000

Year of Inception:
2021

Industry:
IT & Software Services

The client is a distributor of IT infrastructure and an authorized Cisco reseller across the Singapore, Hong Kong, Taiwan, China and USA markets.

The pandemic has contributed to the surging demand of the client's goods and services to help individuals stay connected amid travel restrictions and remote working arrangements.

Hence, the client has chosen Euler Hermes' Trade Credit Insurance to **protect its growing receivables** in the event of a resurgence of pandemic in the regions they deal in.

WINNING TIPS



RESPONSIVENESS

Euler Hermes was quick to respond to the client's queries on product and the policy features. This **facilitated the smooth closure of the deal** in 2.5 weeks, and **enabled the client to leverage on the government subsidy to offset capital outlay in this investment**



HARMONIZED & COLLABORATIVE TEAMS

Euler Hermes's sales and risk teams shared important resources and **worked efficiently together to provide the client with improved acceptance of limits capacity** support on their critical buyers



CUSTOMER-CENTRICITY

Euler Hermes swiftly understood the client's goals to tighten credit control and increase credit sales in their new overseas entity. The team was hence **able to offer a strong policy at a reasonable cost**

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