



Kaulkin Ginsberg is the most experienced advisor to the Accounts Receivable Management Industry

STRATEGIC ALLIANCES & PARTNERSHIPS

When considering growth options, the formation of strategic alliances and partnerships can be an effective way to achieve your expansion goals without taking on considerable risk. These relationships enable companies to leverage the expertise of their partners and potentially avoid many of the pitfalls associated with entering a new market or offering a new product or service.

We can assist you in locating and structuring partnerships with the right experts to achieve your objectives, whether you seek to:

- Enter a new geographic area (domestically or internationally),
- Focus on a new client sector,
- Offer a new service, or
- Explore new or emerging trends.

We maintain relationships with market leaders in virtually every sector of the accounts receivable management industry, in the US and around the world. If you're not sure of your direction, we will work with you to develop an appropriate approach.

Alliances and partnerships can take the form of a non-equity joint venture, a sale/exchange of equity, or simply the establishment of a working relationship. It could also mean bringing on a financial partner to fund your growth. Given our firm's knowledge of the interests of thousands of businesses and investors worldwide, we can connect you with the right folks to help you achieve your goals.

From our perspective, forming a relationship is not always about buying and selling. There are many alternatives to achieve expansion and improve shareholder value and our firm is well positioned to assist you.