

## Online lender BlueVine makes faster and more prudent lending decisions thanks to Tax Guard.

### CASE STUDY SUBJECT



### CLIENT TYPE

- Financial Technology (FinTech)

### USE CASES

- Tax Debt Reporting
- Tax Transcripts
- Monitoring

### PRIMARY VALUES

- Saved Time
- Improved Credit Decisions

## BACKGROUND

Started in 2013, BlueVine has originated over \$3B loans to over 25,000 small business. LaCour Miller, BlueVine's Director of Factoring Risk, attributes much of this success to partners such as Tax Guard, which he had utilized with his previous employer as well.

BlueVine uses Tax Guard for a range of insights. They leverage "Tax Guard for nearly all of our factoring portfolio, as well as our flex line and term loans," according to LaCour. "Tax Guard allows us to identify the liabilities prior to there being a lien. It allows us to be proactive, which means more positive outcomes than we probably otherwise would have," he continued.

## HOW TAX GUARD HELPS

BlueVine has implemented Tax Guard's service to help them make more informed credit decisions well beyond just factoring.

"Federal tax liens trump factors, so it is important to get timely information on any federal tax issues," LaCour said. "We couldn't do it for cheaper than what Tax Guard does, nor could we be as accurate or as quick. If we were going to do it internally, we'd have to have a whole dedicated team, compiling the information. Tax Guard creates a ton of value for our organization."

Tax Guard provides frequent information updates and insights, which serve as "an early warning that a company is going late on their taxes. It's a clear sign that there may be some of liquidity issues within the business, which then allows our models to pick up on that and then basically adjust how we're handling that particular credit," LaCour said.

**I think Tax Guard is a very necessary product. You can't do it internally for less. The product is simple to use. They have very quick turnaround times on reports. The staff is very, very responsive.**

LaCour Miller

Director of Factoring Risk, BlueVine Capital



## RESULTS

▶ **Saved Time and Money** - In order to gather the "information that we're getting from Tax Guard across the portfolio, we'd probably have to have a team of five or six people whose whole job would basically be pulling tax transcripts and reviewing and then compiling the information."

▶ **Quick and Accurate Information** - Information from Tax Guard helps BlueVine drive informed credit decisions, with both new and existing customers. "With Tax Guard, we can be proactive. We have monthly reports, and the information is very timely, which allows us to step in as soon as there is an issue," said LaCour.

▶ **Responsible and Professional Support** - "[Tax Guard employees] know their product really well, and they know our company. If we email or call, we get an immediate response. If there is any issue, it's an almost instant resolution. They always over-communicate, which is appreciated. It's good to not be surprised, and they do a very good job on that," LaCour said.