

PIRS Capital attracts more deals from its broker network with a faster and more efficient loan process thanks to Tax Guard.

CASE STUDY SUBJECT

PIRS *Capital*

CLIENT TYPE

- Merchant Cash Advance (MCA)

USE CASES

- Tax Debt Identification
- Tax Return Transcripts

PRIMARY VALUES

- Extensive Growth
- Faster Funding

PROBLEM

Since 2012, PIRS Capital has helped small business owners obtain funding and make informed business decisions. In order to best achieve these goals, the alternative financial lender required borrowers seeking loans more than \$100,000 to supply their tax returns. However, borrowers were often hesitant to provide this and other sensitive information.

"It often slowed the process down," said Matthew Washington, Chief Revenue Officer at PIRS Capital.

Brokers working with PIRS Capital also faced the challenge of pushing clients for sensitive documents. Delays in this process directly translated to delays in providing loans. PIRS Capital set out to eliminate these long wait times and find a solution that would make the process easier for the company, the brokers, and the borrowers.

SOLUTION

PIRS Capital partnered with Tax Guard to build added trust and security into the loan application process. Now, borrowers seeking more than \$100,000 sign a document that grants Tax Guard permission to retrieve tax information on their behalf. Once signed, PIRS gets access to the tax transcripts from Tax Guard on the same day.

"Tax Guard comes out with a contract, almost like an addendum, for them to sign, and it has just made it easier for us to get information," said Matthew. "Merchants feel a lot more comfortable signing that versus directly providing their tax returns."

Furthermore, Tax Guard has streamlined the process: Borrowers enjoy the convenience of Tax Guard providing the necessary documentation for them, and PIRS Capital receives borrower insights more quickly.

"Before Tax Guard, we were often waiting days," said Matthew. "With Tax Guard, we can get the intel we need within the same business day —this makes the merchants happy."

"Brokers love sending us more business because of the speed of funding their merchants."

Matthew Washington, Chief Revenue Officer, PIRS Capital, LLC

"My admins love Tax Guard and swear by them. The way that Tax Guard talks to people, the way it respects people, and the way it gets everything expedited... I recommend Tax Guard, one hundred percent. Do business with them. It is going to help you make better underwriting decisions."



Matthew Washington
Chief Revenue Officer
PIRS Capital, LLC

RESULTS

- ▶ **230% Growth in Three Years** - "Tax Guard is one of the things that has helped us to achieve that growth," said Matthew.
- ▶ **Faster Funding** - "Tax Guard has helped us provide same-day funding versus funding a deal within 48 hours," said Matthew.

