

Tax Guard helps Triumph Business Capital stay on top of accounts when they need attention and identify more profitable clients to partner with.

CASE STUDY SUBJECT



CLIENT TYPE

- Factoring

USE CASES

- Due Diligence Checks
- Ongoing Monitoring

PRIMARY VALUES

- Workload Reduction
- More Complete Data
- Peace of Mind

## A LASTING PARTNERSHIP WITH TAX GUARD

Kim Winters, Chief Credit Officer & Senior Vice President at Triumph Business Capital, has used Tax Guard for her entire career, even before her seven year tenure at Triumph.

Kim has come to rely on Tax Guard because they provide reliable data to give her peace of mind and save the company time and money in the process. Triumph Business Capital has a CAF number and an internal team that capably handles tax monitoring for their smaller accounts.

However, Triumph partnered with Tax Guard to handle tax monitoring for larger accounts because it provides them even greater assurance alongside time savings.

"It would take roughly three additional full-time people to manage the monitoring Tax Guard does for us. Tax Guard provides us peace of mind - knowing we will get an alert on a monthly basis and saving us the time digging through paperwork," said Kim.

"Having Tax Guard is like having insurance. We have not taken a loss because of an IRS tax issue, and I think it is because we have stayed on top of it with our relationship with Tax Guard."

Kim Winters  
**Chief Credit Officer & Senior Vice President**  
Triumph Business Capital

## BENEFITS & RESULTS

### Peace of Mind with Regular Alerts

Triumph Business Capital receives monthly email alerts notifying them of any situations they should look into, based on a "scoring system" calculating varying degrees of urgency.

### More Informed Decisions Means Better Accounts

"Tax Guard provides a more informed pathway to working with a prospective client. With the information they provide, we are able to give prospects a more informed outlook at what their tax situation is. With that, we can create a plan before they join as a client or decide if it is too big of a risk and walk away," said Kim.

### Tax Guard Goes The Extra Mile

As an additional service, their Tax Guard account manager will send a secondary list of accounts each month, highlighting accounts that fall outside of the scoring system but are trending in a direction that deserves attention.

