STA International

nexus

B2B Debt Recovery

Principal Plus for Nexus Trade Credit Policyholders

STA International, an award-winning collection agency, are delighted to partner with Nexus to help collect outstanding debts on behalf of its policyholders.

Nexus clients benefit from our exclusive **Principal Plus** service. You'll also get 24/7 access to Your Debts Online, our real-time reporting tool to keep you updated at every stage.

Why should you be charged to collect overdue accounts from your debtors?

Under the late payment legislation, most collection agencies add interest and reasonable collection costs to commercial debts placed with them for collection. The trouble is that when they fail to collect their reasonable collection costs, you are left to foot the bill for any monies they do recover. Now that's changing with STAs **Principal Plus** collection service available to you as a Nexus Trade Credit policyholder.

With **Principal Plus**, we recover our costs from your buyer. Should we fail to recover our costs, that's our problem, not yours; you will pay us nothing. Simple rules apply to ensure we can recover our costs on your behalf — full details on the next page.

Let your cash flow.

stainternational.com

STA International

Keep your finances flowing

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Sign up for Principal Plus

What do STA expect from you?

- You don't alter the amount outstanding after placement.

- You don't accept a settlement equal to the amount placed, or less.

- You accept any STA recommendation to recover collection costs via legal action at our expense.

Any breach means STA cannot recover its collection costs from the buyer so you will need to pay us, at the Nexus **exclusive rate of 5%** instead.

Example of **Principal Plus** collection with outcomes:

Here's how collections could play out based on a £3,000 debt:

Principal debt placed	=	£3,000
Interest	=	£70
Collection costs	=	£300
TOTAL	=	£3,370

Possible outcomes:

1. The buyer pays £3,370: you get £3,070, STA gets £300.
2. The buyer pays £3,000 (STA fails to recover collection costs): you get £3,000, STA gets £0.
3. The buyer pays £1-£2,999: you get £1-£2,999, STA gets £0.
4. The buyer pays £0: you get £0, STA gets £0.
5. You accept £3,000 (or less) in full & final settlement (preventing STA recovering collection costs): you get £2,850, STA gets £150.

When can you use **Principal Plus**?

When you refer past due commercial customers based in the UK you should tell us if you want to use Principal Plus or not.

About STA International

Owner managed, highly experienced and exemplary, STA is ISO 9001 & ISO 27001 accredited and FCA (Financial Conduct Authority) authorised and regulated, ensuring we protect your reputation and treat your customers fairly.

Our commercial clients range from FTSE100 to SMEs, seeking credit reports to minimise credit risks, outsourced credit control to manage receivables, and debt collection to recover overdue invoices.

Headquartered in Kent, we have our consumer contact centre in Glasgow, our sister legal partner, STA Legal, and access to 80 partners worldwide, ensuring our end-to-end credit management solution.

STA International is a trading style of STA International Limited. Company registered in England & Wales, Number: 2893487. Registered address: The Drying Loft, 24-26 Turkey Court, Turkey Mill Business Park, Ashford Road, Maidstone, Kent, ME14 5PP.