



CUSTOMER STORY: UNICO GLOBAL INC.

# Unico Global Inc: An outdoor garment manufacturer benefits from cloud supply chain network for funding business growth

Even if you are a successful supplier with prominent customers, maintaining a healthy amount of working capital can be a challenge. Payment terms often extend far out into the future, which puts the squeeze on financing your operations. And yet, maintaining a productive relationship with a customer is also paramount. This is where supply chain finance can make a difference. By accessing financing programs on the Infor GT Nexus Commerce Network, suppliers can improve working capital while keeping customers happy. Ik Kyun Choi, Sales Manager at Unico Global Inc. speaks about the benefits of the getting funding under the GT Nexus Early Payment Program (EPP).



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**Ik Kyun Choi**  
Sales Manager at Unico Global

Unico Global Inc. manufactures outdoor garments, for activities such as climbing and skiing, as well as industrial wear for its European, American, and Korean customers. Unico is headquartered in South Korea and operates four factories in Vietnam, and is a certified garment vendor by Gore-Tex<sup>®</sup>, USA. Unico Global's major customers include Columbia Sportswear Company, Isenberg, Salewa, Jack Wolfskin, Bogner, L.L. Bean, and K2 Korea.

The Unico Global sales team has a lot of experience with the reality of financing operations. When serving some of its American and European buyers, Unico Global faces payment terms as far out as 45 days from ex-factory.

"Funding through our own cash flow may sometimes be insufficient, and support from banks often requires more effort in the credit assessment process," explains Ik Kyun Choi, Sales Manager at Unico Global. These challenges were compounded by the fact that previously, the parent organization of Unico Global was able to secure funding for all of its subunits. But now, each sales office is responsible for securing its own funding.

“It’s even more difficult for the sales office to get any banking support or any other alternative funding sources without parent company support or without providing acceptable collateral,” says Choi.

As the sales office began to evaluate its working capital status, an opportunity arose for getting paid early in transactions with one of its most prominent buyers—Columbia Sportswear. The Columbia Sportswear Company is one of its major buyers, and this relationship has been successful for over 10 years. By joining the Infor GT Nexus Commerce Network, Unico Global was able to access beneficial funding programs entirely online, and they can now obtain early payments leveraging the same platform they use to get paid.

The Early Payment Program has allowed Unico Global to request payment early and easily for every shipment of goods. Because of this, Unico Global has been able to reduce around 30 days of lead time in their operations and obtain more flexibility in the management of their finances.

“The early payment funding program has improved Unico Global’s working capital management relating to Columbia’s sales activities,” Choi says. “It’s much faster getting the payments than ever before, and more secure. Plus, there’s now more room to expand our business growth with Columbia.”



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