



QUALITEQ CAPITAL LP

Receivables & Trade Finance Solutions

Flexible working capital for importers, distributors, and logistics companies.

About Us

- Delaware-based trade finance firm specializing in receivables, purchase order, and inventory financing
- Founded with owner capital and expanded through disciplined, transparent underwriting
- Serving importers, exporters, and distributors engaged in global trade
- We help companies access working capital quickly, backed by goods, receivables, and verified trade documentation.

Our Founders

Dan Pines

Combining institutional investment discipline with a rigorous approach to risk and regulatory compliance, Mr. Pines brings a unique background in asset management to the leadership of Qualiteq Capital.

- Private Funds Specialist, U.S. Securities and Exchange Commission
- Portfolio Manager: Citi, MetLife, Silvercrest
- Risk Manager: Credit Suisse, BlackRock

Education:

MBA, University of Chicago (Analytic Finance)
BA, Queens College (Computer Science)

Vitalii Devlysh

Mr. Devlysh is a serial entrepreneur with over 20 years of experience in the logistics and import/export sectors. He has successfully founded and operated TransService, GradaLogistics, and Lotra Logistics LLC.

Prior to his entrepreneurial ventures, he managed logistics departments at Interpipe Corp and Intercom Trading LLC, gaining deep operational and supply-chain expertise.

Education:

International University of Moldova (Economics)

Our Financing Solutions

Purchase Order Financing

We support businesses that receive large or time-sensitive purchase orders but need capital to fulfill them. By advancing funds against confirmed purchase orders, we enable companies to complete transactions that generate new receivables.

Cycle length: 45–90 days, depending on production and shipping timelines.

Inventory Bridge Loans

We provide short-term financing to businesses that need capital to purchase, hold, or release inventory before payment is received. This strategy allows companies to bridge the gap between supplier payment and customer collection, while enabling us to focus on transactions secured by verified goods in transit or in storage.

Cycle length: 30–90 days, depending on turnover and logistics duration.

Receivables Financing

We provide short-term liquidity to businesses by financing receivables owed to them.

This strategy allows companies to unlock cash tied up in invoices while enabling us to focus on transactions that are short-dated and backed by reliable counterparties.

Cycle length: 30–90 days, depending on buyer payment terms.

Structured Trade Finance

We provide customized financing solutions for complex, multi-party or cross-border trade flows where traditional credit or collateral structures are insufficient. This strategy allows Qualiteq to support end-to-end trade transactions by structuring financing around the movement of goods, verified counterparties, and cash flow visibility rather than solely on balance-sheet strength.

Cycle length: 60–180 days, depending on supply chain complexity and payment terms.

How It Works

Submit Invoices or Purchase Orders

Clients provide Qualiteq with verified invoices, purchase orders, or shipment documentation tied to confirmed transactions.

This initiates the review process and defines the amount, timing, and repayment structure of the facility.

Due Diligence and Credit Review

Qualiteq conducts a focused review of the buyer, supplier, and underlying goods/collateral.

We validate trade documents, confirm delivery terms, and assess counterparty risk to ensure transaction integrity.

Funding and Title Transfer

Upon approval, Qualiteq advances 60–80% of the transaction or inventory value within a few business days.

At funding, Qualiteq takes ownership or control of the goods, either through title documents, warehouse receipts, or shipping control, providing secured protection of capital.

Repayment Upon Buyer Payment

When the end buyer pays, funds are directed to Qualiteq to settle principal and accrued fees.

Any remaining balance is released to the client, completing the short-term financing cycle.

Why Qualiteq

Fast Approval

Decision and funding within days

Flexible Structures

Tailored to your trade cycle and cash flow needs

Transparent Terms

No hidden fees or long-term commitments

Experienced Institutional Team

Deep focus on metals, trade sectors, and logistics

Global and Cross-Border Expertise

Qualiteq operates across multiple jurisdictions with a focus on Europe, North America, and South America. Our understanding of trade documentation, shipping flows, and finance allows us to structure and secure transactions others cannot.

Filling a Critical Market Gap

We serve as your working capital provider when traditional banks can't

Client Profiles

Industries Served

Logistics, metals, industrial materials, consumer goods, and commodity trading

Geography

Primarily Europe, North America, and Latin America

Business Model

Importers, exporters, distributors, and manufacturers with recurring trade flows

Annual Revenues

\$100MM–\$1B+

Financing Needs

\$100K–\$1MM per transaction, with 30–150 day cycles

Collateral

Verified trade documents, warehouse receipts, and goods in transit or storage

Process & Requirements

1. Initial Submission

Application and company profile: Invoices, purchase orders, or supply contracts for proposed transaction; Corporate documents: Certificate of incorporation, ownership structure, authorized signatories; Financial statements and recent bank statements; References and transaction history

2. Due Diligence & Verification

Credit review and KYC/AML screening of the buyer, supplier, and borrower; Verification of trade documents (invoices, POs, bills of lading, packing lists); Review of insurance coverage (marine, cargo, warehouse); Background checks on beneficial owners and directors; Collateral valuation and confirmation of ownership or assignability

3. Structuring & Approval

Determination of advance rate (60–80%) based on asset type and risk profile; Legal documentation (Loan Agreement, Security Agreement, Assignment of Receivables, Title Transfer Agreement); Definition of repayment source and funds flow

4. Funding & Collateral Control

Funds disbursed directly to supplier or borrower per approved structure; Qualiteq takes ownership or control of inventory via: Bill of lading (in-transit goods), Warehouse receipt (stored goods), Title transfer or pledge agreement; Perfection of security interest via UCC-1 filing or equivalent; Ongoing monitoring of shipment and delivery status

5. Monitoring & Reporting

Continuous tracking of payment status and collateral position; Regular borrower reporting of sales, collections, and inventory levels; Site visits or third-party verification when applicable; Real-time portfolio monitoring

6. Repayment & Release

Buyer or borrower remits payment directly to Qualiteq via designated collection account; Funds applied to principal, interest, and fees; Release of collateral or title once obligations are satisfied

Minimum Requirements

Verifiable commercial transactions; Creditworthy end buyer or offtaker; Transaction term: 30–150 days; Collateral: Receivables, inventory, or goods in transit; Insurance: Cargo/warehouse coverage naming Qualiteq as payee; Compliance: Full KYC documentation for all counterparties

Advantages vs Banks

Category	Traditional Banks	Qualiteq Capital LP	Client Benefit
Speed & Flexibility	Lengthy approval process; rigid underwriting requirements.	Funding within days, based on visibility and asset quality.	Receive capital quickly to seize opportunities and maintain supply-chain momentum.
Collateral Control	Borrower guarantees or balance-sheet strength.	Control of inventory/receivables/shipment docs.	Preserve working capital and protect personal assets while still unlocking liquidity.
Sector Expertise	Generalized teams unfamiliar with trade, logistics, or metals.	Specialized knowledge and active relationships within these sectors.	Work with a lender that understands your business cycles, risks, and margins.
Deal Origination	Standardized borrower profiles and credit; limited flexibility.	Structure transactions tailored to purchase orders, receivables, or inventory positions.	Access funding solutions customized to your specific deal and timing needs.
Cross-Border Capabilities	Limited comfort with international trade, currency exposure, or offshore buyers.	Structuring expertise across multiple jurisdictions with strong KYC/AML controls.	Finance imports, exports, and cross-border trades with one consistent partner.
Regulatory Constraints	Bound by Basel capital ratios and conservative lending limits.	Operates outside traditional bank constraints, focusing on asset quality and repayment visibility.	Obtain funding that banks often cannot provide, even with strong underlying transactions.
Governance & Compliance	Bureaucratic oversight; slow, opaque decision-making.	Institutional-grade governance with transparent reporting and clear communication.	Enjoy a responsive, transparent lending process with defined accountability.

Qualiteq Capital LP

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