

## INTRODUCTION

OCZ Technology Group, Inc. designs and manufactures high-performance computer memory components for retailers and wholesalers in over 88 countries around the world. Founded in 2002 in California's Silicon Valley, the publicly traded OCZ is poised to capitalize on the flourishing global market for solid-state drives. OCZ's product line of Solid-State Drives (SSD) tripled its growth in revenue for 2009.

*"Staying ahead of the curve in the volatile technology business requires flexibility and quick instincts. Our global market share continues to grow with the unique solution FGI Finance put in place for us."*

— Ryan Petersen  
CEO  
OCZ Technology

## PROBLEM

OCZ had an existing agreement with Silicon Valley Bank to fund their domestic A/R and a portion of their foreign A/R. When OCZ's foreign demand suddenly surpassed expectations and grew to over 50% of their business, Silicon Valley Bank's existing contribution to their foreign A/R became insufficient. Other asset-based lenders could not meet their growing liquidity needs or were unwilling to accommodate OCZ's wish to continue working with Silicon Valley Bank.

## SOLUTION

FGI Finance carved out OCZ's foreign A/R via an intercreditor agreement with Silicon Valley Bank. The new syndicate, in which FGI Finance leveraged its extensive experience in foreign A/R, preserved the relationship between OCZ and Silicon Valley Bank and provided additional liquidity to OCZ.

## RESULTS

With the help of FGI Finance, OCZ experienced a 140% increase in immediate incremental liquidity, which facilitated more R/D investment and broader marketing efforts. The partnership that FGI Finance created with Silicon Valley Bank and OCZ ensures maximum utilization of foreign A/R and domestic A/R as OCZ continues to expand its SSD business in the domestic and international markets.

Quarterly Revenue

