

Innovative technology to support growth



aps

Assurance Programme Solutions

About Assurance Programme Solutions (APS)

APS is a change and transformation specialist in the financial services industry. The business was formed to break the compromises that organisations face when using consultancies. Today, it is recognised as a trusted partner to deliver systems integration in the rapidly changing landscape of innovation, moving to the cloud, digital and platform delivery. Since it entered the UK and European consulting market back in 2015, APS has experienced substantial year-on-year revenue growth and back-to-back client wins.

The challenge

"It's often said that 'cash is king' and that is certainly the case in our business. It is absolutely vital that working capital doesn't become a limiting factor to our rate of growth. As our business continues to expand at an ever-increasing pace, we never want to be in the position where we are faced with worries about cashflow keeping us awake at night," states David Newland, director and COO at APS.

APS wanted a facility that would offer the ability to generate the necessary level of headroom to take on new business from larger clients.

Newland continues: "Due to the fact that the business moves dynamically on a daily basis,

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Dave Newland, Director & Chief Operating Officer (COO)
May 2019

 **Investec**

Corporate & Investment Banking

Solutions. Capital. Empowered people.

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“In our experience, the traditional banks haven’t understood our business model and we therefore decided to look outside of the sector to fulfil our funding needs.”

Investec’s solution

The confidential invoice discounting facility delivered by Investec has provided a strong and flexible platform from which APS can grow.

“We didn’t find the audit process at all invasive and in fact the rigour associated with it has really helped us with our own financials” Newland adds.

Through the technology linked directly to APS’ accounting package, Investec is able to provide a dynamic feed in real time. “Not only do we get to see our up-to-date availability from which we can draw down funds, we also have visibility as to which debtors have paid individually, not just in one lump, which is extremely helpful. The platform itself is straightforward and easy to use and the interface is also very simple. The facility also allows us to pay our suppliers early, which is a massive boost to their cash flow and it also means that they are happy to recommend our business to others in the market.”

Outcome

“The security of working with a large corporate brand, the support of an approachable and professional team and the advantage of same day payment, have given us the freedom and peace of mind to expand the business at our pace.”

Since the business was formed, it has grown significantly from 2 people to 50 people and is now reporting a substantially increased turnover figure this year with Investec’s funding support.

About Investec

Investec Corporate & Investment Banking (CIB), part of Investec Bank plc, is an international corporate and investment banking business working with growth-orientated companies,

institutions and private equity funds. Our people set us apart – empowered, straightforward and invested in our clients’ long-term success. We provide our clients with a comprehensive range of solutions spanning capital, advice and treasury risk management. Founded in 1974, the Investec Group has grown successfully

through its client-focused approach and ability to serve diverse and evolving financial needs. Investec Bank Plc rated A1 by Moody’s and BBB+ by Fitch Ratings. Investec Bank plc is the main banking subsidiary of Investec plc, a FTSE 250 listed company.



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