

# Building foundations for growth



## About Clearfield

Clearfield is a specialist 'built environment' recruitment firm, providing temporary, contract and permanent opportunities for candidates, with clients in construction, architecture, professional and technical services.

## The challenge

Invoice discounting is an essential funding tool in the recruitment business because it bridges the gap between payment lead times and weekly pay commitments.

However, at a time when Clearfield wanted to expand the business due to rising demand for services, it was becoming increasingly

frustrated by the inflexibility and service issues that it had experienced with its previous invoice finance provider.

## Investec's solution

Dan Jarrold, managing director of Clearfield mentions "we first came across Investec via a recommendation from our finance advisors, who spoke highly of the team. The reasons were clear. Right from the outset, it was obvious we were dealing with entrepreneurs with the drive, skills and patience to get under the skin of our business. One of the directors came to visit us personally during the initial discussions and made firm decisions there and then to create a £1.5million invoice discounting solution tailored specifically to our business."

## "The best experience of any invoice finance providers by far."

Dan Jarrold, Managing Director, Clearfields  
April 2018



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What stood out, amongst the good service and personal touch, was the speed and ease with which the whole system operates, leaving us free to focus on running our business. Their approach is highly practical and we have found that they are genuinely interested in finding ways of helping us to grow our business."

## Outcome

In 2017, Clearfield passed the landmark of £10million in sales revenue, which is a growth of 24% on the previous year's figures. The repeat business levels are at an all-time high and Clearfield have doubled the size of the business with new team members and have also moved to larger premises.

Jarrold concludes: "we are very excited about our new business lines and have also created a new Training Academy which will welcome two waves of apprentices each year, helping us build home grown talent and put something back into the communities we call home.

Working with the Investec team is the best experience I have ever had of any invoice finance providers by far."

## 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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## Contact

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