

# Tech-Driven Healthcare

## Human-Centred Funding

“The Investec team has impressed me with their combination of energy and enthusiasm. They’re a vibrant, ambitious group, and it’s refreshing to collaborate with a team that shows a genuine interest in understanding our business. What distinguishes them is their focus on delivery, a stark contrast to the bureaucratic processes and risk-averse approaches commonly encountered with the high street banks.”

Barry Guthrie, CEO, Clinical Partners Ltd





Clinical Partners Limited is a leading provider of mental health services, working both privately and with the NHS to help people of all ages achieve better mental health outcomes. Through both in-person and remote appointments, Clinical Partners provides thousands of patients with senior clinicians to address various mental health difficulties, including autism, ADHD, anxiety, and depression. At the core of Clinical Partners' philosophy is a firm belief that a strong relationship between patient and clinician is at the heart of great mental healthcare, built on the empathy and skill of the practitioner. All clinicians are accredited or members of professional governing bodies, and all treatments and therapies are evidence-based, following guidance from the National Institute for Health and Care Excellence (NICE).

## The challenge

After meeting during their MBA studies, experienced business leaders Barny Guthrie and Adrian Clarke joined forces to co-found Clinical Partners Ltd. Despite initially pursuing distinct career trajectories, their paths converged, resulting in the establishment of the business in 2011.

Initially entirely self-funded, the company had not received any form of external investment at this stage, electing to preserve equity within the existing team.

The current year represented a clear milestone for the company, having completed an important strategic acquisition of a business for approximately one million pounds, funding the transaction directly from available cash flow.

While this move represented a major step forward for the business, it inevitably impacted its working capital reserves, potentially constraining the ability to capitalise on significant rising demand as well as navigating market volatility.

## Situational Analysis

Clinical Partners' impressive year-on-year growth, averaging between 50% and 100%, can be attributed to building strong relationships with the NHS, leading private medical insurers, and direct connections with self-referred consumers, providing a robust foundation for continued expansion.

In response to a substantial surge in demand, Clinical Partners found itself in urgent need of an infusion of additional working capital. This was critical to support increased investments in cutting-edge technology, fund essential resources, and maintain momentum in driving exciting new developments.

In addition, the company aims to pursue its ambitious expansion plans by embarking on further strategic acquisitions.

## Solution

Following a recommendation from the company's financial advisors, Clinical Partners engaged with Investec Capital Solutions.

The Investec team immersed themselves in the business, demonstrating a commitment to thoroughly understand both its present needs and future funding requirements.

To meet the timescales involved, Investec acted swiftly to structure and deliver a flexible Confidential Invoice Discounting facility tailored to meet

the ongoing growth of the business, without requiring any equity dilution. This was the first time that Clinical Partners had utilised a commercial finance facility, having previously relied solely on self-funding.

Investec supported Clinical Partners by streamlining and expediting the funding process. The bespoke Invoice Discounting solution, underpinned by state-of-the-art Intelligent Cash Flow technology, eliminated the cumbersome delays and red tape that the business had experienced with traditional banking providers.

This bespoke solution did more than address Clinical Partners' immediate financial needs; it has strategically positioned the business for continuous growth and development.



## Results

### Fuelling Rapid Growth

Amid rapid expansion and soaring demand for its services, Clinical Partners finds itself at the forefront of dynamic growth, currently achieving revenues of approximately £40 million. The CEO has emphasised that with the appropriate level of funding and investment, the company has the potential to comfortably scale its revenues to £200 million.

### Tech-Driven Quality Assurance

Clinical Partners' strategy centres on a tech-driven investment model rather than a traditional healthcare approach. The company allocates around £4 million annually to invest in further developing its sophisticated technological solution, enabling streamlined quality assurance processes at scale. Additionally, the business is establishing specialised product teams tasked with rigorously tracking, analysing and enhancing every phase of the process against key metrics.

### Strategic Acquisitions

The company aims to extend its current capabilities through strategic acquisitions aligned with predefined target criteria; namely companies operating within the mental health sector with revenues between £5 million and £15 million, with a 10% EBITDA.



“The flexible invoice discounting facility has proved immensely beneficial, fulfilling its intended purpose by boosting our cash flow. Presently we’re in discussions to extend our facility, aiming to fund several of the activities on our horizon. We’re not keen on juggling countless finance providers; there’s an opportunity here to build a close, trusted relationship with Investec.”

**Barny Guthrie, CEO, Clinical Partners Ltd**

## Contact

[investec.com/workingcapital](https://investec.com/workingcapital)

[workingcapital@investec.com](mailto:workingcapital@investec.com)

020 7597 5936

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