

Completing the financing search



About LSA Search

The LSA Search story began in 2002 to meet increasing demand for expert executive search services across the technology sector on a global basis. LSA have extensive experience in identifying talented individuals mainly within EMEA and APAC.

streamline the cashflow and provide them with the capital needed, when LSA needed it. Managing director of LSA, Laura Shanks confirms; “we were actively searching for an invoice discounting facility when we discovered Investec.”

Investec’s solution

“I firmly believe that the choice of finance company you partner with is critically important. We met and talked with a number of organisations and the team at Investec stood out immediately.” Shanks continued.

The challenge

A growing business needs a constant stream of available funds. For some years LSA managed on a standby overdraft but concluded that it required a sales-linked solution that could

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Laura Shanks, Managing Director, LSA Search
April 2018



Corporate & Investment Banking

Solutions. Capital. Empowered people.

Investec demonstrated a responsive, personal and tailored approach, backed up by a strong technology capability that plugged seamlessly into LSA's systems. "Selecting Investec has proved to be a really good decision on our part and the operational process has been very smooth and efficient."

Shanks praised Investec on multiple fronts; "they are particularly strong on relationships with clients. They are professional as well as being friendly and approachable. They are also very efficient and every time we have a query or question they always come straight back to us with the right answers."

Outcome

Where LSA once had a traditional bank overdraft with all the traditional restrictions, limits and ceilings, it now has something far more flexible that fits perfectly with their growth plans. Most importantly, LSA has the financial freedom to achieve its ambitions.

Shanks concludes; "I would be very pleased to recommend Investec to any business that is looking for a greater level of flexibility in funding their plans for growth."

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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