



SME CATERING EQUIPMENT

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Ann Kahrman, Office Manager

April 2018

*Investec Capital Solutions previously known as Amicus Commercial Finance





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Who we are

Midlands-based Sime Catering Equipment has been serving the commercial sector for ten years, offering an in-depth knowledge of all major catering appliances. We cover every aspect of customer support, including sales, service, repairs and all installation requirements.

The challenge

Working nationally, we have completed major installations, including sites at Birmingham Airport, Heathrow Airport and Selly Oak Hospital, project work for large pub chains and some of the country's leading kitchen design companies. With such large, capital intensive projects and an expanding client base, naturally our cashflow can get stretched at times. In some instances we had to wait well beyond 30 days for payment from our customers, compounding the issue even further.

Investec's solution

Investec Capital Solutions quickly identified what we needed and proposed a working capital solution tailored precisely to our needs. At no point did we feel we were getting the usual product off the shelf.

It wasn't so long ago that our cashflow was proving restrictive. Now, with the Investec Capital Solutions service working with us, we can free up the cash tied up in our sales invoices and meet all our commitments in our stride.

We like their approach to technology, but overall, it's the simplicity of the way they solved our problems that has had such a positive impact. There are no fiddly, additional processes and it gives us a clear line of sight over our cashflow.

All of the people I have spoken with at Investec are supportive and we

are working very well together in managing the facility.

Outcome

Not only are we able to pay our staff, our suppliers and HMRC on time, thanks to Investec Capital Solutions, we can also plan ahead with greater certainty. Our credit rating has improved too, allowing us to extend more credit to our supply-chain, in turn enhancing our relationships.

The facility has given us an edge, enabling us to compete in the league of much larger competitors. With a major investment in our Atherstone warehouse and a strong order book in place, I'm pleased to say we're very busy and enjoying the prospect of growing the business further.