

Siemens Financial Services supports UK industrial research and development business with flexible finance

Challenge

- An industrial research and development business required equipment funding to help enable its work improving UK manufacturing technology.
- The business fosters collaborative partnerships between research companies, academics and industry to develop state-of-the-art solutions in a high-quality low-risk environment.
- Due to the pioneering nature of its work, significant levels of expenditure and financing are needed to help acquire the assets necessary to perform its contracts with its clients.

Solution

- Siemens Financial Services (SFS) created tailored financing solutions to meet the customer's specific requirements and enable it to access the cutting-edge equipment it needed.
- For example, one finance solution ensured that the business' finance payments for a machine were lower than the income generated through its use.
- In another arrangement with SFS, when the contract associated with a particular piece of equipment reaches the end of its initial financing period, SFS has provided the organisation with the flexibility to extend it if the machinery is needed to fulfil other projects.

Benefits

-  The SFS team fostered an excellent working relationship with the customer. In particular, care was taken to make the completion of necessary paperwork as easy and smooth as possible.
-  By working with SFS, the customer has had the reassurance that it is supported by a global industrial brand which shares its values of championing industrial innovation and the growth of UK manufacturing.
-  SFS can finance specialist equipment which other funders with more limited industry knowledge might not consider, and link the finance arrangement to the use of the equipment. This provides the customer access to the necessary funds and equipment for its business.

“We have built a close, collaborative relationship with the customer. The organisation appreciates the support of a respected brand, such as Siemens. We share a common desire to bolster UK industry through the development of advanced technology. As this example shows, customised finance solutions are key to facilitating this.”

Simon Corbett – Siemens Financial Services Ltd – Commercial Finance



Industrial research and development business

Key facts about the company:

- UK
- R&D
- Industry

