

# Subcontractor engineer of mould tool solutions



## SFS financing empowers British subcontract engineer to raise productivity

### The challenge

In order to seize the efficiency and productivity gains enabled by the latest technological advances, an established UK subcontract engineer of mould tool solutions has a regular equipment replacement policy. Serving a wide spread of industries, including automotive, pharmaceutical and personal hygiene, the manufacturer was keen to maintain its competitiveness through the acquisition of a state-of-the-art machining centre as well as upgrading its product lifecycle management (PLM) software for its machine fleet in the manufacturing plant. Flexible funding was required to make the capital-intensive investments viable.

### Our solution

The company was introduced to Siemens Financial Services (SFS) through an industry broker. With a closely tailored financing package of several hundred thousand pounds, SFS enabled the business to acquire a highly sophisticated machining centre from a third-party equipment manufacturer, financed over a 5-year period. In addition, SFS offered a cost-effective financing solution to help the firm upgrade to Siemens PLM software. The bespoke financing arrangements allowed the company to harness the latest technologies to achieve desired business outcomes while reducing costs in energy usage and maintenance.

### Making it easier

Using its understanding of equipment application and technology development paths, SFS was able to construct the most appropriate and competitive financing solution for the manufacturer. Its comprehensive experience in the manufacturing sector and close link with Siemens meant that SFS understood how the proprietary PLM software could contribute to the business and help it realise innovation. SFS' specialist financing offer supporting both in-house but also third-party technology makes it a dependable financing partner that enables business success.

*“Affordable access to cutting edge technology helps increase production capacity and flexibility, and optimises cost-control and manufacturing agility. With our engineering background and close working relationships with industry brokers who have specialist market knowledge, we are able to provide differentiated financing arrangements that meet manufacturers’ specific needs”*

**Neli Ivanova, Business Development Manager UK Industry & Machine Tools**

