

## NIC Services Group: family-run business secures the best deal for invoice finance with SFS




### Challenge

- NIC Services Group (NIC) had been using invoice finance from a high street bank since 2004 to borrow against invoice value and preserve cash flow. But as NIC began to grow, the company was looking to increase its borrowing significantly.
- With clients taking longer to pay, NIC required an invoice finance solution that could meet its growing needs without negatively impacting business operations.
- Despite their longstanding relationship, the high street bank viewed the increase in borrowing as an increase in risk. This would lead to a change in the terms and conditions, a shift that would impact NIC's business directly.

### Solution

- NIC had a pre-existing relationship with SFS, as the company uses asset finance to acquire cleaning machinery. Understanding NIC's challenges, the SFS account manager organised a meeting with the SFS Invoice Team to discuss the options.
- Unlike the competitors that NIC approached, SFS was not only the sole invoice finance provider to match the previous terms offered by the high street bank, it improved them.
- While preserving the previous terms, SFS was able to offer a higher funding remit by enabling NIC to switch an existing supply chain finance arrangement to invoice finance. This provided NIC with the scope to increase its funding with SFS by £5million after 2 months.

### Benefits

-  By working with the SFS team, NIC was able to benefit from continuity, instead of starting again after 14 year with their previous provider.
-  As a specialist financier, SFS was able to understand the related risks and offer NIC the most competitive deal. This flexibility enabled NIC's company growth.
-  The invoice finance system from SFS is easy to use. Unlike the previous provider's software, it updates in real time and provides much quicker access to funds.

*"In our industry invoice finance is essential. Typically 70% of our costs are staff and customers are taking longer to pay, so borrowing against the invoice value helps to balance cashflow. SFS understands our business and how this impacts us."*

Simon Tidswell, Group Financial Director at NIC Services Group Ltd



### NIC Services Group

Key facts about the company:

- Location: over 40 operational centres across the UK & Ireland
- Foundation date: 2004
- Services: award-winning multi service provider in the UK facilities sector

