

# Eligo

## Enjoys a Personalised Invoice Discounting Service from SFS

### The challenge

Eligo is a national recruitment company which specialises in the IT, energy, fire and security, digital, medical and events sectors. Since its launch in 2001, the company has expanded and now recruits contractors as well as permanent employees. It was this change that led Eligo to start using invoice finance. Supplying contractors affected the company's cash flow, because Eligo pay their contractors before receiving payment themselves. Invoice finance is used to bridge that gap.

Eligo initially tried a service provided by a high-street bank but were not satisfied with the customer service levels.

### Our solution

Siemens Financial Services (SFS) provided Eligo with a responsive and dedicated account team who visited Eligo to learn about the business and to talk staff through the SFS system and support.

As a result, the team at Eligo opted for a facility from SFS and now, working with the company finds the SFS Invoice Discounting System intuitive and easy to use. The real-time information means they have an accurate view of their account and drawdown of funds only takes a matter of hours.

SFS matched Eligo's previous funding level and offered a competitive rate, but for Eligo, the service level has been particularly impressive.

### Making it easier

SFS have experience and understanding of how the recruitment sector works, and have become familiar with the specific challenges and goals of Eligo's business.

Unlike some providers, SFS tailors its offering to the client, and that encompasses the personal service provided by the team, as well as the funding level and associated terms.

*“Of course we would always look for the best price, but the quality of service is just as important because it saves on staff time and instils confidence.”*

**Aleks Dimitrova, Finance and Operations Manager at Eligo.**