

The Siemens logo is displayed in a bold, teal, sans-serif font. It is positioned in the upper left corner of the page, overlaid on a white rectangular background. The background image of the entire page is a warehouse interior with high ceilings, industrial lighting, and rows of metal shelving units filled with yellow and blue storage bins. A forklift is partially visible in the foreground on the left side.

# SIEMENS

*Ingenuity for life*

## Heap & Partners

Invoice finance provides essential working capital

### The challenge

Heap & Partners is a manufacturer and distributor of fluid control equipment for customers in the chemical, water, oil and gas sectors. Heap has experience of working with several other invoice finance providers.

Invoice finance enables the company to ensure availability of working capital. In particular, Heap needs to keep appropriate stock levels in order to be able to respond efficiently and effectively to its customers' needs.

### Our solution

Siemens Financial Services (SFS) met with Heap to understand its business, its goals and invoice finance requirements.

SFS offered a more competitive rate than Heap's existing arrangement. Heap also found the level of service from SFS impressive. Rather than being obliged to deal with several different people, Heap has two points of contact from SFS which are both responsive and knowledgeable.

### Making it easier

The business had been with its existing financier for approximately two years and had experienced delays in notification of payments and lack of timely confirmation had created difficulties for customer relations.

Heap now benefits from quick drawdown of funds, which only takes a matter of hours. SFS' online system also gives the company real-time access to funding and payments, and has reduced the time taken to reconcile Heap's accounts.

*“We undertake regular reviews of our finance providers to make sure that we are receiving the best rates. As well as being offered a better price than our existing deal, the biggest attraction for us was the SFS system. It's intuitive, offers complete transparency and increased efficiency in the finance department.”*

**Diane Duffey, Financial Director, Heap & Partners.**