

Cavendish Clinic: expert knowledge from Siemens Financial Services (SFS) helps aesthetic clinic grow

Challenge

- Cavendish Clinic is one of London's leading aesthetic clinics set up by consultant doctors. Its ambitious growth plans presented the company with cash flow challenges.
- The clinic wanted to buy new medical equipment to offer a wider variety of treatments across sites to encourage business growth but could not afford the upfront investment.
- Cavendish wanted to acquire the equipment without impacting its debt and loan options from its bank or exhausting its own cash flow.

Solution

- By using its expert sector knowledge, the SFS team was able to understand the clinic's needs and offer the financial tools for it to sustainably acquire new CoolSculpting units.
- SFS tailored the leasing agreement to meet the clinic's requirements, resulting in a short-term lease for income-generating equipment.
- SFS' online finance tool SieSmart, which provides 24 hour access to customers' transactions, allowed the SFS team to approve Cavendish's investment instantly.

Benefits

- ♥️ The clinic is now able to cope with increased demand for treatments, encouraging growth across its three London sites.
- ♥️ The company's long relationship with SFS has offered stability in periods of economic uncertainty.
- ♥️ Working so closely with its specialist financier gives the clinic a stronger negotiating position and greater confidence when talking with an equipment supplier.

"Working with SFS helps us to reliably invest in the services we provide. We've built a relationship with the team and know that they truly understand what's important for our business."

Ajay Gulati, Finance Director at Cavendish Clinic



CAVENDISH CLINIC LONDON

Cavendish Clinic

Key facts about the company:

- Location: various locations in London
- Foundation date: 2011
- Services: non-invasive body sculpting treatments and skincare surgical aesthetic treatments.

