

Essex Ultrasound and Medical Services Clinic: *Finance from SFS helps scanning clinic continue to grow*

Challenge

- Essex Ultrasound and Medical Services Clinic (EUMS) is a private scanning provider. The company, run by qualified professionals, has been treating NHS patients for a number of years to help relieve the pressure on local NHS facilities. This has contributed to a rise in the number of patients to treat and a need for additional scanners.
- The clinic required four new portable ultrasound scanners, but this represented a significant investment for a small clinic like EUMS.
- Finance for the new scanners needed to be considered alongside existing lease agreements to ensure payments were manageable.




“ We have an implicit trust in the SFS team to offer us the best financing arrangements. They have an intimate understanding of our business needs and offer us continued care, long after a deal has been finalised.”

Pik Buta, Managing Director at Essex Ultrasound and Medical Services

Solution

- The SFS team used its knowledge of the scanners to devise a tailored financing arrangement which aligns the increased revenue generated by the new equipment with the lease payments.
- As a longstanding customer, EUMS already had a number of leases funded by SFS. For some financiers this may have precluded further finance being agreed, but the SFS team used their expertise to find a solution.
- SFS agreed to lend to EUMS based on a personal guarantee from the owner. Such an arrangement may not have been offered by a general financier such as a bank.

Benefits

- ♥  The use of four new scanners means that EUMS is able to fulfil its NHS contracts, contributing significantly to the clinic's revenue, cash flow and profitability.
- ♥  Tax efficient leases mean that EUMS has cash flow available to make other necessary, significant investments, such as in upgraded IT, at the same time.
- ♥  Flexible financing from SFS means that EUMS can spread payments over the lifespan of the machines. SFS understands that EUMS is a small business and the financing arrangements are designed to help support the clinic's growth.



Essex Ultrasound and Medical Services Clinic

Key facts about the company:

- Location: Canvey Island, Essex
- Foundation date: 2001
- Services: pregnancy & gynaecological scanning; abdominal, small parts and vascular imaging.

 We Bring Ultrasound To
The Heart Of The Community!

