

# MECX Group

Funding from SFS helps MECX Group's growth ambitions stay on track

## The challenge

Infrastructure Engineering specialist, MECX Group, required a tailored finance arrangement to support its continued period of growth. The company is looking to drive its revenue above £25m in 2018, building on the success and hard work of previous years.

MECX Group supplies a wide range of civil, building, engineering, maintenance and specialist technical services as well as solutions for labour support across the rail network and other overlapping infrastructure sectors.

The flexible nature of the projects that MECX delivers means that its customers' payment cycles vary. MECX requires finance to bridge the gap, enabling it to invest in staff and training before customer invoices are settled.

## Our solution

MECX Group had previously received finance from its bank but required a new arrangement that could provide the company with more flexibility.

MECX Group, therefore, assessed a number of other funders that could potentially support its growth. After considering the merits of each, the team at MECX Group decided to work with Siemens Financial Services (SFS) because of the competitive rate and excellent service level offered. SFS proposed a tailored, competitive and flexible finance plan to support MECX Group's growth.

## Making it easier

The implementation of the finance plan went exceptionally smoothly. MECX Group already had experience of working with Siemens as part of its contract work in the rail sector. By working with SFS, the company is now supported by a funder that has knowledge of the industry that it operates in. MECX Group has been particularly impressed with the responsiveness and knowledge of the SFS account team and the willingness to introduce MECX Group throughout other parts of the Siemens organisation.

The information provided by SFS throughout the process of agreeing terms was clear and the system from which the finance is managed is intuitive and easy to use.

*"We work closely with Siemens to deliver services into the rail sector. This new development in our relationship is mutually beneficial; SFS are enabling our continued growth, thereby supporting our core work with Siemens."* **Chris Mariner, Director, MECX Group.**