

Arcinova: Intuitive Invoice Discounting System for a UK contract research and development organisation




Challenge

- Arcinova is a contract research and development organisation providing a range of services to the pharmaceutical industry.
- As the company's growth accelerated, it needed to free up money to invest in equipment and staff.
- Invoice finance was identified as the most logical solution to achieve this but Arcinova still needed to identify the best provider for its aims.
- SFS was selected after a review of a number of invoice finance providers.

Solution

- Arcinova knew of Siemens by reputation and was aware SFS had experience in the healthcare sector.
- This knowledge helped SFS to understand Arcinova's offering; because Arcinova sell services rather than products SFS tailored the invoice discounting arrangement accordingly.
- The invoice discounting facility offers real-time information to give an accurate view of the account and drawdown of funds within a matter of hours.

Benefits

-  Arcinova benefits from SFS' intuitive invoice discounting system that is able to adapt to instantaneous information and complex industry regulation.
-  SFS also provides Arcinova with a dedicated account team on hand to answer any queries swiftly and accurately.
-  With the help of invoice finance supplied by SFS, Arcinova is now able to focus on expansion and channel its capital resources directly into investment for further business growth.

"We were delighted that a long-established financier like Siemens recognised that although our company is relatively young we're growing rapidly and have an impressive customer base." - Paul Ryan, Finance Director, Arcinova



ARCINOVA

Arcinova

Key facts about the company:

- **Location:** UK
- **Foundation:** February 2016
- **Product:** Research & Development services for pharmaceutical sector

