

Touch Financial Case Study:



**Industry:** Recruitment  
**Turnover:** £400,000  
**Number of employees:** 3  
**Region:** Southampton  
**Lender:** Bibby Financial Services

**Overview of company**

Customer operates in the construction industry, providing a shop fitting service to businesses in and around the Southampton area. The business has been established for two years, with a projected turnover for the next 12 months of £400,000.

**Why they needed invoice finance**

“The customer contacted Touch to explore their finance options as they were experiencing cash flow problems due to late payment of invoices. Being in the recruitment industry there were a number of options available to them, but they decided to go with an independent lender who could provide a more personable service.” *Norman Ramsey – Factoring expert at Touch Financial*

**How factoring has helped their business**

“Before using factoring we were waiting on average 60 days before we received payment from our customers. Needless to say this was not good for our business as we were having to really juggle our finances in order to stay afloat.” *Customer - Company Director*

**Customer comments on lender**

“Bibby provide a really good service and I get my money within a couple of days of raising invoices. So it does exactly what it says on the tin.” *Customer - Company Director*