

## FEATURED CUSTOMER

# Consultancy

**INDUSTRY**

Consultancy

**TURNOVER**

£2.2m

**BUSINESS**

Digital transformation

**LIMIT**

£230k

**HIGHLIGHT**

Switched to CBILS and secured 4x more funding

**THE STORY**

This fast-growing business has a team of high-performing consultants who help enterprises to innovate through digital transformation. COVID-19 caused widespread disruptions for their clients which in turn had an impact on their business. Between cancelled contracts, delayed payments and having to offer discounts, they had to take immediate action to cut costs including furloughing staff.

At the time, they already had a £60k invoice finance facility through MarketFinance having been referred by their Barclays Relationship Manager back in March. They also applied for a CBILS loan through their bank but were declined because of affordability.

With lockdown restrictions eased, the business is getting back into the swing of things; taking on new projects and clients. By switching their existing invoice finance facility to MarketFinance CBILS, they've upped their funding limit to £230k and won't have to pay interest or fees for a year. The business can affordably access the cash they need to pay temporary contractors while they wait out 30-day payment terms with their new clients.

 CBILS  
ACCREDITED

**GOT QUESTIONS?  
WE'RE HERE TO HELP!**

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