

CIVIL ENGINEERING COMPANY

London based Civil Engineering company, providing services to large utility providers in the UK.

In 2019 the company had a severe cashflow difficulty with its payment structure both with customers and suppliers.

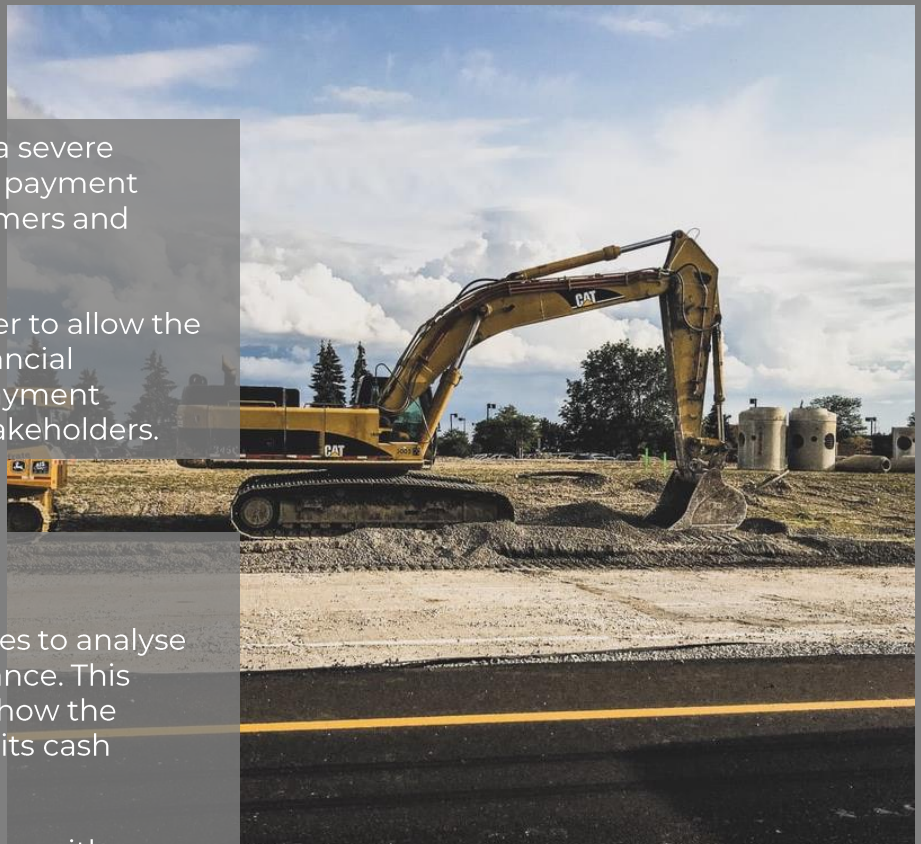
BIG identified ways in order to allow the company cashflow via financial institution funding and payment management of its key stakeholders.

Our approach

Used lag and lead measures to analyse historic financial performance. This enabled them to forecast how the company should manage its cash resources.

Assisted management team with a business plan to widen profitability, increased its focus on its most important customers and created a sense purpose for all its stakeholders.

Assisted with their banking provider to evidence comfort around a proposed £1.8m facility.



Before

- 2019 turnover: £7m
- £500k in debt with suppliers
- Unable to pay staff salaries

After

- 2021 turnover: £150m
- Recently acquired a £5m real estate property in London
- Now one of the biggest civil engineering companies in the UK