



Case Study

Learning and training through play



Incorporated as a private limited company in April 2004. Based in Edinburgh, the company designs and manufactures educational board games for their clients specific needs.

The 2 directors started the business following combined experience of over 20 years in business management and consulting. They saw an opening in the market to create games as an educational/training tool for both the corporate and public sectors.

With a head office in Edinburgh, they now employ 5 staff. They pride themselves their design and innovation, developing over 60 game based resources to improve training, education and engagement. Their games have been used by over 2 million people worldwide including doctors, nurses and care workers.

THE CHALLENGE

Previously with another invoice finance provider, our client had grown to such an extent, they needed a trade finance facility to allow them to purchase game components for the games following a substantial order from a large beverage supplier. Cashflow was becoming strained as they could not pay their suppliers.

THE SOLUTION

The combined invoice and trade finance facility has allowed the directors focus on its growth objectives with finance in place to recruit staff and increase sales. The strain on cashflow has eased through the use of the invoice finance facility with our expert credit control team.

Paul Lomax, Client Manager, Regency Factors said: "The services offered by our client are set to become increasingly relevant and valuable to businesses and is well positioned for its planned growth over the next few years"

"Regency is clearly business minded, offering a flexible facility that will grow as we grow providing us with scope for innovation as we break into new markets"

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