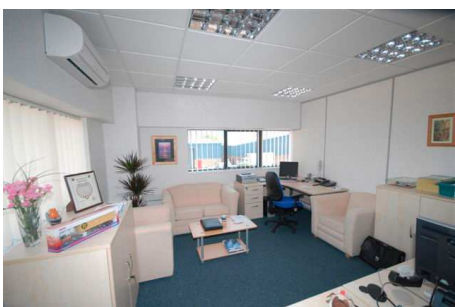


Cantora safeguards cash flow for IPC

“No-go” for bank financing

Graham Light, MD of document and information management experts, IPC in St Ives, Cambridgeshire is well versed in the leasing market, “I have done a lot of leasing over the years but this is the first time I have financed an office fit-out”

IPC needed to move when their existing office lease expired and they moved to a newly built site in St Ives. “We commissioned Optimum Workspace to manage the office fit out and it was they who originally suggested leasing”



With the costs of relocation mounting up, IPC approached their own bank to help them with financing the fit-out. “whilst initially very keen, eventually our bank branch manager had to admit that they were uncomfortable in financing these types of assets”

“there aren’t that many leasing companies who specialise in fit out financing”



Complete financing solution

Undeterred, Matt Bullen from Optimum Workspace introduced specialists in fit-out financing, Cantora Leasing.

“There aren’t many people prepared to finance office fit-outs, but Cantora Leasing met us, listened to what we needed and came up with a funding package that met those needs”, said Graham.

Cantora Leasing quickly and efficiently, created a multi-funder financing package that allowed IPC to finance the full fit-out including partitioning, lighting, flooring, cctv, fire security, air conditioning and even data cabling.

Graham Light is very happy with the ultimate solution, “moving office is always an expensive time, financing gives you a way of meeting a fit-out specification level you may not have afforded if you had gone the cash route”

“I recommend people talk to Cantora, they are fairly unique in the marketplace”

Taking away the aggravation

“I suppose if we hadn’t used Cantora Leasing, we would have been forced to drain our overdraft and pay cash” says Graham,” the tax efficiencies from financing are also an added benefit”

IPC won’t need to move offices again for many years, but Graham is happy to recommend Cantora Leasing to others, “Cantora were undoubtedly helpful throughout, removing all the aggravation of sourcing finance and I recommend people in similar circumstances talk to them, from my experience of leasing, they are fairly unique in the marketplace.”



Graham Light, IPC (right) seals the deal with Ben Bullen, Optimum Workspace (left) and Drew Reeves, Cantora Leasing (centre)