



Case Study

Woman-Owned Construction Firm: Factoring



Publication

BACKGROUND

- Woman-owned construction firm and their clients were suffering from the negative effects of Hurricane Sandy
- Significant cash flow strain due to monthly spikes

COMPANY CHALLENGES

The construction firm needed to eliminate spikes in monthly cash flow due to their client's payments being delayed after invoicing. As the business progressed, they began having larger payrolls and vendor payments to pay out without knowing exactly when the collection would take place to cover their costs.





CAPSTONE'S SOLUTION

- Provided a Single Invoice Factoring Facility to provide flexibility
- Got the funding needed for business growth
- Acquired better discounts with vendors

PROGRESS & FUTURE OUTLOOK

- Reduced cash flow restrictions and increased volume by 20% over the last 12 months
- Increase in clients and sequentially grow their business



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