

EQUIPMENT INVESTMENT HELPS FIBER OPTIC CONTRACTOR GROW BUSINESS

A fiber optic installation contractor needed to acquire multiple brands and types of equipment in a short time period to take advantage of new business contracts.

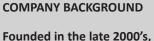


In their sixth year in business, the company was awarded a very large, long-term contract that required significant investment in equipment at different locations throughout the U.S. – trenchers, trailers, skid steers, vacuum excavators and more. The equipment investment per location was over \$1M.

The variety of equipment types required that they purchase multiple brands through multiple dealers, meaning their traditional dealer-leasing / point of sale method was not going to work.

They needed a financial partner who could:

- · Help them understand their options
- Finance all the equipment without having to use multiple lenders
- Reduce the number of monthly payments
- Be flexible with contract terms
- Understand the business enough to help them grow and capture new contracts
- Quickly respond to new equipment needs



this cable installation and communcation services contractor pioneered installation methods that outperformed industry standards.

They grew quickly and attracted high-profile customers. They are now a leading provider of these services across the country.

In the beginning they acquired equipment mostly through captive leasing programs. As they were awarded larger contracts, they needed a different approach to equipment financing.

With multiple brands and equipment types, the size and scope of their needs had outgrown their previous leasing solution.

Solution

CCG created a financial package which:

- Refinanced their existing leases
- Added new equipment purchases
- · Consolidated the number of payments to match the length of their contract work

CCG helped this company acquire nearly \$5 million in equipment over the past four years, and their debt service and cash flow continue to be manageable letting them do what they do best.

Equipment: Trenchers, trailers, skid steers, vacuum excavators and more

Industry: Construction Location: Northeast USA

Commercial Credit Group