

Flexible Funding for a £1.4 Million Managed Print Project

**£1.4M**

Project Value

**Managed Print
Infrastructure**

Asset Type

**78 Months**

Lease Term

The Challenge

The customer required a £1.4 million **managed print solution** to support business-critical operations across its organisation.

The key challenge was the required funding term. The customer required a 78-month agreement (6.5 years), significantly longer than the typical five-year maximum available in the digital print market. In addition, the customer already had multiple existing borrowing facilities in place, making the transaction difficult for traditional funders to support.

The combination of a large transaction value, extended term requirement and complex funding profile meant a standard finance solution was not viable.



The Econocom Solution

Econocom worked alongside Hexa Finance to structure a bespoke funding solution that met the customer's **operational** and **financial requirements**.

By combining third-party funding with Econocom's own balance sheet, we delivered a **£1.4 million facility** over **78 months**, extending beyond standard market funding limits while maintaining a commercially sustainable structure.

Following completion of the documentation, Econocom released payment to the supplier within two days. This ensured the project remained on schedule and allowed the customer to proceed without delay.

Why Econocom?

Econocom's ability to structure funding beyond standard market terms, combined with a collaborative approach alongside Hexa Finance, enabled the customer to pursue its commercial strategy with confidence.

The result was a funding solution tailored not only to the asset, but also to the customer's long-term growth ambitions.