



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.

Overview

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

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.

COMPANY BACKGROUND

Founded in the late 2000's, this cable installation and communication 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.

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

Industry: Construction

Location: Northeast USA

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