

Vendor: Connexin
End User: Hull City Council



Background Story:

Connexin are a managed service provider serving (predominately) the public sector in the North East of the UK. They were working on a project to support Hull City Council as they rolled out Wifi across the city. Connexin approach Ingram Micro Financial Solutions to fund the infrastructure for this project and we engaged one of our funding sources as a result.

The next 36 hours:

- The Hull City council placed the first order with Connexin and we provided the finance for the project to Connexin.
- As the vendor involved approached their year end, the products were heavily discounted to drive revenue for their FY19 close.
- On the last day of their financial year we saw an additional five orders come in from Connexin to expedite the roll out. Connexin want to take advantage of the price discounting and as such, increase the profitability of the overall managed service contract with the council.
- IMFS processed five different applications, underwriting and documents to ensure the PO's were processed by the year end close for the vendor. The equipment was ordered and shipped ahead of the planned implementation and the managed service contract was fulfilled ahead of schedule for the end user.

IMFS are now the go to funding source for this partner and we are looking at multiple deals for Q4 to support their managed service offering and help the partner achieve business growth and profitability.

