



FROM START UP TO INDUSTRY LEADER

How UZURV scaled with eCapital's flexible A/R financing

UZURV is a specialized transportation platform that provides elderly and disabled riders with safe, reliable, non-emergency medical transportation. By partnering with municipalities and transit agencies, UZURV ensures underserved populations have consistent access to care and mobility.

Experiencing 100% year-over-year growth, the company faced the challenge of scaling operations quickly. With large contracts in place but longer payment cycles, UZURV needed a financing partner to bridge cash flow gaps and support continued growth with confidence.

THE CHALLENGE:

High growth, limited capital

Initially funded by friends and family, UZURV quickly outpaced its early-stage capital. Despite strong demand and growing receivables base, the company wasn't yet generating consistent operating cash flow – making traditional bank financing difficult to secure.

"As a rapidly growing, early-stage company not yet generating operating cash flow, it was imperative for us to be able to access our growing asset base to fund growth," said Kyle Engelken, CFO at UZURV. "Equity markets post-COVID changed drastically and we needed an alternative, cost effective solution to increase working capital. Securing equity capital was time-consuming and expensive".

UZURV needed a smarter, more scalable financing solution – one that could support growth without delays or dilution. That's when they were referred to eCapital.

Company profile



LOCATION

Richmond, VA



COMPANY SIZE:

Mid-size



INDUSTRY:

Transportation
Technology



FINANCING SOLUTION:

A/R Financing



FACILITY SIZE:

Grew from \$6MM to \$12MM



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— Kyle Engelken, CFO at UZURV

THE SOLUTION:

Flexible financing for a fast-scaling business

eCapital provided a confidential AR Financing facility, a flexible line of working capital tied to UZURV's outstanding invoices. This gave the company immediate access to funds otherwise locked in receivables, without impacting client relationships or requiring new equity.

"eCapital understood our business model, our contracting process, and the value of our receivables," said Engleken. "Their pricing is fair, and the customer support was fantastic. **Working with a dedicated financing team and an intuitive online platform helped tremendously.**"

UZURV initially secured a \$6 million facility, which later expanded to \$12 million as demand accelerated. Unlike traditional lenders, eCapital took a collaborative, relationship-driven approach—focused on solving problems and enabling growth.

"Our experience was smooth and a true partnership," said Engleken. "You could tell that they were vested in our success. They were willing to work with us to find fair solutions and demonstrated a level of flexibility that you probably wouldn't get with a larger bank."



Don't settle for traditional invoice factoring," advised Engleken. **"You need an integrated full-service solution that partners with you."**

— Kyle Engleken, CFO at UZURV

THE RESULTS:

Scaling without slowing down

eCapital's flexible financing helped UZURV bridge cash flow gaps, expand operations across multiple states, and grow to over 13,000 vetted drivers. Throughout the partnership, eCapital demonstrated a deep understanding of UZURV's business model – recognizing the value of their mission and operations beyond just the numbers. UZURV maintained treasury operations with its banking partner, making it easier to transition back to traditional bank financing as the business matured.

With eCapital's support, UZURV successfully scaled during a critical growth phase- strengthening liquidity, avoiding dilution, and remaining focused on its mission to transform mobility for vulnerable populations.



LET'S TALK

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