



STRONGER TOGETHER

How Aescit Service and Atkins Electric **secured flexible capital to scale**

Aescit Service is a global end-to-end solution provider offering construction, technology, and project management services. Atkins Electric Co. operates in the oil & gas sector, supporting projects and critical emergency restoration services across multiple industries. Both companies serve large enterprise clients and needed financing that could evolve alongside their growth and operational complexity.

THE CHALLENGE:

Navigating complex structures and customer concentration

Traditional lenders were hesitant to support Aescit Service and Atkins Electric due to their high concentration of large, non-public customers and the complexity of their combined borrower structure. Both businesses needed a financing partner that could understand their model and provide flexible working capital solutions to keep pace with demand.

Andrew Fanelli, CEO of Aescit Corp. explains, “We needed to ensure working capital was available to accommodate extended client pay terms. For example, eCapital has worked with us to extend eligibility periods for multiple debtors when there have been payment delays.”



Company profile



LOCATION

Newtown, PA



COMPANY SIZE:

Mid-size



INDUSTRY:

Services



FINANCING SOLUTION:

A/R Financing



FACILITY SIZE:

Grew from \$9MM to \$15MM



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— Andrew Fanelli, CEO

THE SOLUTION:

A shared facility with flexibility at its core

eCapital provided an initial \$9MM A/R Financing facility, later expanding to \$15MM through multiple credit line increases over 15 months. The facility's co-borrower allowed both companies to access shared funds, enabling them to draw on capital as needed. eCapital focused on the quality of receivables and tailored support to the businesses' operational realities.

"We chose eCapital because of their ability to accommodate the scale of our capital requirements, and because they understood our business needs and worked through any hurdles – with Ross Price, Senior Portfolio Manager at eCapital remaining as our account manager," shares Fanelli.

He adds, "Their rapid wire releases and co-borrow structure helped us solve working capital needs. We've been able to draw on funds when needed, supporting our business efficiently."



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THE RESULTS:

Reliable capital to drive growth

The companies gained steady access to working capital to support scaling operations, onboard new clients, and maintain smooth business continuity – without capital disruption or delays.

"Having Ross Prices as our account manager, who understands our businesses made a difference to us because we were able to operate with greater efficiency in meeting our financial requirements," shares Fanelli.

His advice for other businesses exploring alternative financing options, "Make sure you work with a finance resource that understands your business requirements, the industries you serve, and provides the personal attention needed to operate efficiently and meet financing needs."

For Aescit Services and Atkins, eCapital's flexible structure, creative problem-solving, and relationship-driven approach provided the capital and confidence to scale. With a shared facility and trusted partnership in place, both companies are positioned to grow – even in the face of complex client demands.

LET'S TALK

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