



POWERING PROJECTS, EMPOWERING PEOPLE

Flexible financing fuels global staffing growth

A fast-growing staffing company connects top talent with employers across multiple industries and regions. As the company expanded globally, maintaining cash flow and operational flexibility became critical to sustaining growth and meeting client needs.

THE CHALLENGE

Balancing global expansion and operational capacity

Rapid growth brought increasing pressure on working capital. To continue delivering top-tier talent across multiple regions, the company needed a financing solution that could keep pace with their expansion and allow for agile responses to client demand.

"We chose eCapital because they offered a flexible, scalable solution that aligned with the evolving needs of our organization. Their financing has supported our ability to maintain strong cash flow, onboard new clients, and confidently expand across multiple regions," said the Finance Director.

Company profile



LOCATION

North America and U.K.



COMPANY SIZE:

Mid-size to mid-large company



INDUSTRY:

Staffing



FINANCING SOLUTION:

Payroll funding



FACILITY SIZE:

Grew from \$10MM to \$14MM



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—Finance Director, Staffing Company

THE SOLUTION

A financing partner who understands the business

The company connected with eCapital for more than just capital — they needed a partner who could move quickly, think strategically, and make the process seamless.

“Working with eCapital has been extremely positive. Their team is proactive, knowledgeable, and always available when we need clarity or support. What truly stands out is their collaborative approach — and Ross Price, Senior Portfolio Manager at eCapital, exemplifies this perfectly. He’s approachable, solution-focused, and consistently goes beyond expectations to make sure challenges are resolved quickly and communication stays transparent,” said the Finance Director.

The financing facility initially supported the company at \$10MM. As demand and operations grew, the facility increased to \$14MM, giving the company the flexibility to take on new projects, scale staffing globally, and respond to client needs without delays.



THE RESULTS

Stronger operations, faster delivery



The increased facility has given us the headroom needed to scale responsibly while continuing to deliver for our clients and contractors.”

—Finance Director, Staffing Company

“The increased facility has given us the headroom needed to scale responsibly while continuing to deliver for our clients and contractors. Growing from \$10MM to \$14MM has allowed us to take on new projects, improve responsiveness, and ensure seamless operations during peak periods. We’ve remained with eCapital because they consistently demonstrate an understanding of our industry and the unique pressures we face,” said the Finance Director.

“Alternative financing can be an excellent catalyst for growth if you choose the right partner. Look for a provider who understands your business, communicates clearly, and offers the flexibility to grow with you. With the right people and approach, financing becomes an enabler, not a barrier,” the Finance Director added.

LET'S TALK

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