

HELICON HEALTH - BETTER INFORMATION LEADING TO BETTER OUTCOMES

Helicon Health provides cutting-edge medical and surgical technologies for hospital and clinic settings across the NHS.

Working across cardiovascular, trauma and paediatric services, the company leverages technology to provide a wide suite of solutions from information gathering and analysis to remote surgery to training and e-learning.

In common with many healthcare companies during the pandemic, Helicon experienced a sharp uptick in demand, especially where remote diagnosis was concerned and so the company has seen stellar growth over the last few years.

Like many companies, Helicon sources a wide selection of supplies from overseas and the procurement, payment and foreign exchange process began to become a burden.

How could Caxton change the narrative and give Helicon a platform for greater expansion? Find out in our latest case study.

NHS SALES CAUSE CASHFLOW PROBLEMS

Working with the NHS is great. Quite apart from the fact that the company was able to help a large number of patients, the consistent income stream meant that Helicon could leverage the benefits of scale and buy from bigger suppliers at better terms.

However, this came with its own problems. Like many other companies supplying the NHS, Helicon found that payment terms were long and the admin required was onerous.

Add to that the fact that their suppliers often wanted to be paid either on order or on short credit terms and it was clear that supplying the NHS could actually end up being a really difficult proposition.

Helicon bought a large percentage of its supplies in bulk from overseas manufacturers which, with the volatile state of foreign exchange meant that they also couldn't guarantee that a quote they made yesterday would still be profitable tomorrow.

What Helicon needed was a way to make FX transactions that would give them certainty and a credit line that would bridge the gap between the company ordering goods and the NHS paying.

Step forward Caxton!



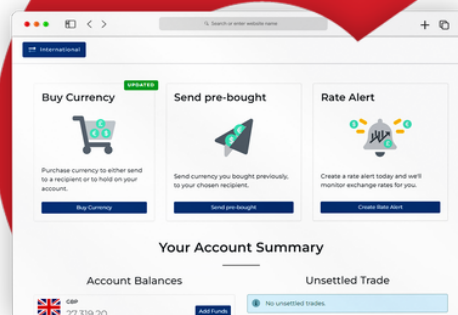
AT A GLANCE

THEIR CHALLENGES

- Volatile FX affecting overseas supply chain and profitability
- Complex international cashflow

OUR SOLUTIONS

- Tailor-made hedging solution
- Perfect timing for trades



FX EXPERTS BRIDGE THE GAP

When we spoke with Tony Bowden, CEO of Helicon it was clear that the company could really benefit from using our international payment and FX platform.

As well as being user-friendly, our platform also provides the transparency companies need when placing FX transactions.

The business can 'lock in' payments using the hedging facility meaning that what they see is what they pay. Helicon had an excellent business model and a forward flow of payments from a reliable organisation in the NHS. In this case, we were able to help Helicon manage payment timing to bridge any gap with their suppliers and customers.

It truly was a case of providing real value for Helicon with a solution that solved real-world business problems.

BREATHING A SIGH OF RELIEF

The effect of the new facility was immediate.

Helicon could now place orders with their suppliers without worrying when the NHS would pay for the goods.

Helicon has also made good use of our dedicated support system which allocates a business relationship manager to each of our clients. 'Ongoing support via our dedicated relationship manager at Caxton provides additional value to the fantastic service that Caxton provides' said Tony.

Having full transparency over the cost of purchases has also proved to be a godsend 'Ongoing support via our dedicated relationship manager at Caxton provides additional value to the fantastic service that Caxton provides' said Tony Bowden.

The hedging facility means that what Helicon sees is what it pays which gives them financial certainty in an ever-changing market.

As Tony explains "Knowing that my bottom line is fully protected at the required level, I am now free to focus on business growth, with the excellent support of Caxton."

OILING THE WHEELS OF BUSINESS

What is clear from this example is that there are many businesses out there that could expand and provide much greater services to their customers if only they had financial certainty.

By providing our FX platform for Helicon we gave them a simple and easy way to place FX transactions and the hedging facility meant that they would know exactly what any particular order would cost.

A perfect example of Caxton providing practical solutions to real-world business problems.

If you're ready to reduce inefficiencies and lower the cost of your payments, why not book a quick call?

BOOK A CALL



TONY BOWDEN

Chief Executive Officer

"Ongoing support via our dedicated relationship manager at Caxton provides additional value to the fantastic service that Caxton provides"

All of your business payments, expenses, and currency accounts in one place



Expense Management



International Payments



API Solutions



Payroll Payments



Supplier Payments



Embedded Payments