

# **B** BANKBROKERS

Halspan benefits from lower charges, better interest rates, and a closer relationship with a key banking partner.





## Richard Meddelton

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Halspan is one of the world's leading suppliers of quality fire and acoustic door components. Its universally respected door systems are fabricated under licence by customers on all five continents.

A pioneer in its field, Halspan has been at the forefront of its industry in one way or another for over 25 years. Halspan developed a new way of constructing doors in the late 1990s, using pre-tested fire door blanks made from a 3-layer particle board that revolutionised the industry. They are now leading the way in compliance and digital asset management as they pivot into SaaS and Inspection Services to offer the complete cradle to grave solution for fire safety in buildings.

Similarly, Bankbrokers is a responsible and trusted business that delivers high-quality

services with professionalism and care. It goes beyond benchmarking banking and merchant services costs to supply the best independent support to clients, such as Halspan. This is achieved through in-depth knowledge of the markets and fair price benchmarking data regarding banking and merchant services costs. Also, a team of market experts with extensive experience working with FTSE100 firms and some of the world's largest brands provide comprehensive benchmarking capability and knowledge of banking providers and services.

Bankbrokers were appointed by Halspan to review banking arrangements. The exercise was conducted efficiently and produced positive benefits whilst maintaining a strong relationship with the service provider.



Ian Wallace, Finance Director, Halspan, commented:

*"I'd worked with Bankbrokers in a previous role on a global banking review and so they were my first choice to help me analyse the banking arrangements of my new company. The team at Bankbrokers have been extremely professional, helpful and have delivered another successful outcome. Even though I already had high expectations, they once again managed to exceed them by delivering outstanding results."*

Ian continues:

*"Following this latest project collaboration, we will enjoy lower charges, better interest rates and an even closer relationship with our key banking partner. We didn't need to change banks. Bankbrokers managed the process from start to finish and facilitated all the bank negotiations. I can't recommend Bankbrokers highly enough. If you are like me, you're a busy FD who seeks value for money and doesn't have the time to do everything yourself. It's invaluable to have the experts on your side at every stage. It takes away any time/resource commitment, removes any downside risk and delivers optimal savings on a recurring basis."*

Going beyond benchmarking banking arrangements delivered recurring savings benefits for Halspan. In addition, the exercise ensured they received fair market pricing whilst maintaining good relationships with their provider.

Contact us for further testimonials and how Bankbrokers can assist with benchmarking banking and merchant services to improve costs whilst maintaining positive relationships. Our team of friendly experts can help your business secure the support you need.

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