

CEDGE SOFTWARE CONSULTANTS

LINE OF CREDIT HELPS IT CONSULTING FIRM WIN GOVERNMENT CONTRACTS, PURSUE ACQUISITIONS

WHAT ARE THE BIGGEST CHALLENGES YOU FACE AS A BUSINESS?

We do a lot of work with the federal government, and some of those are big contracts. When those come through, we must be able to support that until we begin getting paid — and there can be a lot of costs and expenses required up front. In our proposals, we must demonstrate that we are self-sustainable and can handle the work from a financial standpoint.

HOW DID ENTERPRISE HELP SOLVE THESE CHALLENGES?

One of the most important things we have in place is a line of credit with Enterprise. We don't always know what funding will be required and don't have to use it much, but it is a safety net that means that we are completely ready to take on any big contracts that we win. Having the line of credit as a cushion helps us tremendously.

We also have had extensive discussions with Enterprise about our ability to finance future acquisitions. We can only grow so fast organically, so we are considering growth through acquisitions. Knowing in advance how we can finance those acquisitions gives me great peace of mind.

WHAT IS THE IMPACT ON YOUR BUSINESS?

Proper financial backing has, without question, helped us facilitate our growth. We can confidently bid on work knowing we can handle it from a financial standpoint, and it allows us to take on contracts of any size. I'm also more comfortable proceeding with our acquisition efforts knowing I don't have to worry about whether we can finance it. Having a strong financial partner lets me focus on the right areas of my business.



“ We need good accountants, lawyers and bankers to make this happen, and Enterprise is a key part of the ecosystem that supports us as we continue to scale our business. ”

BUSINESS SNAPSHOT:

CEdge Software Consultants provides a wide variety of IT solutions to federal and state government organizations, as well as commercial enterprises throughout the U.S.

BUSINESS LEADER:

Sekhar Prabhakar

HEADQUARTERS:

St. Louis, Missouri