

Lighting Partners.London

About Lighting Partners.London

Lighting Partners.London supplies LED lighting and consultancy advice on lighting planning and specifications. They work with architects, building contractors and electrical contractors ensuring that they are providing the right solutions for commercial projects and bespoke clients.

The business has been growing steady for 25 years. Lightning Partners.London experience is strengthened with a specialist knowledge in international supply chains, which allows the company to differentiate its offer from its competitors.

The Challenge

Technical Director Ian Marvin was keen to explore new opportunities for international trade and take advantage of support in this area provided by the Coast to Capital Growth Hub, enabling his growth ambitions.

Lighting Partners.London also sought finance as a solution to growing the companies international supply chain, whilst reaching new customers and entering new markets.

The Solution and Impact

Business Adviser Andrew Dennis worked closely with the South London Export Club, to help the company explore cash options to help fund their growing global supply chain.

Through the Growth Hub, Lightning Partners.London were introduced to a specialist finance company. This led to the company having more finance options available to enable the development of their overseas supply chain. Particularly in Europe, to have a positive impact on the supply chain.

The company was encouraged to expand this knowledge based service with the Department of International Trade with ASEAN funded support.

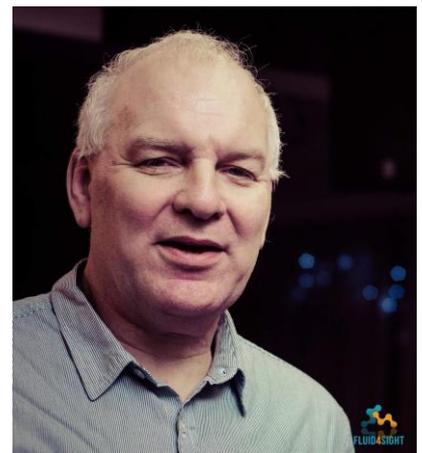
In the interim, Ian is decided to focus growing the UK with a new team member. He is also considering the benefits to his organisation working with graduates.



Ian Marvin, Technical Director for Lighting Partners. London said:

"I have found Andrew extremely knowledgeable and has been an excellent contact for strategic and operational advice.

He is providing ongoing advice around the Tech-Start Up element of our business and ensures we are supported by the most appropriate organisations..."



Ian Marvin
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