



Smart Cashflow Management

AIB Business Banking Customer Glenwise speak on their experience managing cashflow with PromptPay



Glenwise, established by Francis Glennon, is a family-run business with over 35 years' experience in manufacturing kitchens and bedroom furniture for clients. They have grown to become one of the leading kitchen manufacturing companies in Ireland, dedicated to providing the highest quality and delivering exceptional client experience to their customers. From their workshop and showroom in Dublin, all kitchens and bedroom furniture are crafted and installed to the highest standards. Glenwise's expertise is in designing kitchens of style and bedrooms of elegance, whilst ensuring complete peace of mind for their clients.

"We have had a strong banking relationship with AIB since 1989, and since then we have expanded greatly in premises, staff, machinery, and turnover. All whilst being supported by a reliable banking partner in AIB."

Running a family business brings significant responsibilities specifically in managing finances, profit and loss and cashflow. In the dynamic and ever-evolving landscape of modern business, the optimisation of working capital is critical in ensuring sustainable growth and maintaining financial stability. Francis emphasised the important role that AIB has helped play over the years when it comes to managing cashflow.

"As a family run business, communication, transparency, and trust are critical with your chosen banking partner. Shane Biggs, our long-term AIB Relationship Manager has greatly supported Glenwise in providing innovative solutions to aid our company's cashflow management such as PromptPay, enabling best practices, commercial discipline, and fixed terms, alleviating the challenges of large bills, whilst providing more flexibility in managing our cashflow".

When asked about their experience with PromptPay, Francis spoke positively about the process and reiterated his desire to use it going forward. “The PromptPay end-to-end application and approval process is very straight-forward, and additionally set-up is streamlined and simplified, bringing reliability, flexibility, and efficiency. We do not doubt PromptPay will continue to assist us in adding value to the overall continued success of our business, by further allowing us to manage our cashflow effectively and efficiently with no unexpected changes in our fixed interest terms”.

Allied Irish Banks, p.l.c. is regulated by the Central Bank of Ireland.