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HOW AN OIL & GAS SERVICES COMPANY USED LENDEAVOR TO FUND EQUIPMENT AND SCALE FIELD OPERATIONS

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CHANDAN YADAV

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Customer: Dale H
Industry: Oil & Gas Services
Buyer Persona: Mid-size oilfield service companies seeking funding for equipment, crew mobilization, and upfront costs on drilling and workover contracts.
Author: Lendeavor Team
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Introduction

Dale H ran an oilfield services company providing workover and well-servicing crews to operators across the basin. The work was steady when it came, but oil and gas services run on a brutal timeline: equipment, crew mobilization, and site costs all hit before the operator's payment ever does, and a single rig or unit can represent hundreds of thousands of dollars committed before the first invoice is even sent.

By partnering with Lendeavor, Dale accessed $6,300,000 in funding across 5 strategic rounds, giving him the capital to mobilize fast and take on contracts that would have otherwise gone to bigger, better-capitalized competitors.

The Story of Dale H

Dale spent years building relationships with operators who trusted his crews to get the work done right. But trust doesn't pay for a workover rig, and operators in this industry pay on their own schedule, not his. Every new contract meant fronting equipment costs, crew wages, and site logistics weeks or months before revenue came in.

In 2024, Dale secured his first $2 million from Lendeavor to mobilize crews and equipment for a batch of workover contracts that had come in faster than expected. Later that year, a $1.5 million round funded the purchase of a second workover unit, doubling his active capacity. In 2025, $1.2 million covered crew and equipment costs during a stretch when several operator payments were delayed past their normal terms. A fourth round of $1 million in early 2026 supported expansion into a new field where a major operator had offered him a standing services contract. A final $600,000 round reinforced working capital heading into a busy drilling season.

Across five rounds totaling $6.3 million, Dale built a services company capable of mobilizing on operators' timelines instead of waiting on his own cash to catch up.

Results after First Investment

Within months of his first $2 million round in 2024, Dale's company saw significant gains:

- Mobilized crews and equipment for contracts that would otherwise have been declined for lack of upfront capital
- Delivered on tight operator timelines, strengthening his standing as a reliable service provider
- Avoided the cash-flow strain of paying crews before operator invoices cleared
- Built the financial cushion needed to bid competitively against larger service companies
- Improved relationships with equipment vendors through consistent, on-time payments

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Strategic Investment and Growth

Mobilizing Fast for Operator Contracts

Before: A cluster of workover contracts landed at once, all requiring immediate crew mobilization and equipment costs Dale didn't have on hand.

Solution: His first $2 million round in 2024 covered mobilization across all the contracts simultaneously.

Impact: Dale completed every job on schedule and became a go-to contractor for operators needing fast turnaround.

Dale's words: *"In this business, if you can't mobilize when the operator calls, they call someone else next time. Lendeavor made sure that was never our problem."*

Doubling Capacity with a Second Unit

Before: Demand for workover services outpaced what Dale's single unit could handle, and he was turning down contracts as a result.

Solution: A $1.5 million round funded the purchase of a second workover unit and its crew. Impact: Dale doubled his active contract capacity and stopped leaving work on the table.

Dale's words: *"That second unit changed the whole trajectory of the business. We went from turning down work to actively chasing bigger contracts."*

Bridging Delayed Operator Payments

Before: Several operators pushed payment terms well past the agreed schedule in 2025, straining Dale's ability to cover crew wages and equipment costs.

Solution: A $1.2 million round bridged the gap without disrupting operations.

Impact: Crews stayed fully staffed and paid on time, and Dale kept every active contract on track despite the payment delays.

Dale's words: *"Operators pay on their timeline, not yours. Having that cushion meant a slow payment from one client never put the whole operation at risk."*

Results After Funding

Thanks to Lendeavor, Dale's oilfield services company achieved:

- **$6,300,000** in total funding across 5 deals
- Doubled equipment capacity through the purchase of a second workover unit
- Zero disruption to crew payroll despite delayed operator payments
- Expansion into a new field backed by a standing operator contract
- A reputation as a service provider that can mobilize on short notice

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Looking Ahead

Dale is now in discussions to add a third unit and expand his service offering to include additional well-servicing work as operator demand in the basin continues to grow. With Lendeavor as a funding partner, he can commit to new contracts the moment they're offered instead of waiting on the numbers to work out.

Ready to Build Your Future?

Just like Dale, your oilfield services company can access the capital needed to fund equipment, mobilize crews, and win larger operator contracts.

🖂 Email: **Info@LendeavorUSA.com**

✆ Phone: **212-301-1770**