

CASE STUDIES

CHALLENGES AND SOLUTIONS

Brokerage:

Acquisitions

Sectors:

Facilities
Management
[Mechanical &
Electrical]

Challenge:

Acquiring the right
bolt-on acquisition
to complement the
core business

Outcome:

Successful off-
market bolt-on
acquisition

Our client is a UK national provider of Integrated Facilities Management (IFM) with a number of private and public sector clients, including 'prestige' properties and large complexes.

Having grown the business successfully from a soft-services background, our client appointed us to help them expand into technical services to complement their own operations in this sector, which they were growing organically.

Working closely with them we identified a number of potential businesses that could have enabled them to expand.

We carried out 1-1 meetings with key management from the shortlist of targets we had agreed, and from this we drew up a list of five potential companies to acquire.

The number-one choice was a medium-sized business that was owner-managed and located within 45 minutes of our client's head office, thereby enabling the management to easily transfer.

After an initial meeting, our client agreed this was the best option for them and quickly proceeded to complete a purchase.

This both enabled immediate cost savings (office space, back office overheads) and successful integration of the technical services management team, who were vitally important to our client and their future plans.

The acquisition has also given our client an excellent platform from which to build their maintenance arm, as well as cross-selling opportunities for their other service lines.