

# CASE STUDY



## EGRESS LTD

### **EvolutionCBS advised the shareholders of Egress Ltd on its multimillion-pound sale to FPE Capital LLP**

**Egress is a leading provider of complex cloud and data migration and integration management services**

Serving a range of blue-chip Public Sector and Private Sector clients, Egress delivers large and highly complex cloud migration projects.

The Company has an unblemished reputation for excellence and for being uniquely qualified to deliver Data Migration to Cloud services successfully, evidenced by high levels of repeat business.

Egress has successfully delivered projects on a range of Tier 1 ERP systems and has worked with a number of high-profile clients, including the NHS, Birmingham County Council, IBM, Fujitsu, University of Birmingham, DHL, and Balfour Beatty.

With a proven record of successful delivery Egress sits at the forefront of a burgeoning Digital Transformation market, able to deliver complex, high value projects to clients in a range of markets that want to migrate business-critical data from legacy systems to the cloud.

A graphic featuring a network of glowing blue and orange nodes connected by thin lines, set against a dark background. The text is overlaid on this graphic.

**Enabling Digital  
Transformation through  
Complex Data to Cloud  
Migration and  
Integration Services**


Following a detailed Discovery Meeting with our Clients, and an in-depth financial analysis of the business, the EvolutionCBS team prepared the Information Memorandum and a tightly profiled list of potential buyers and investors comprising strategic and financial buyers.

EvolutionCBS recognised the likely interest we would see from financial investors attracted to this rapidly growing and cash generative business, which was effectively standing poised to capture the opportunity in the coming waves of complex cloud migration opportunities, and with this in mind the vendors were open to remaining vested in the business for the next stage of its growth journey.



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*"We are delighted to be partnering with FPE, whose expertise in successfully scaling businesses and understanding of our market has been evident since our first interaction".*

Joe Rooke  
CEO, Egress

As we had anticipated, there was considerable international interest in Egress, with 40% of potential acquirers being international organisations, reflecting the significant appeal that British IT and Computing businesses hold for both trade and private equity buyers.

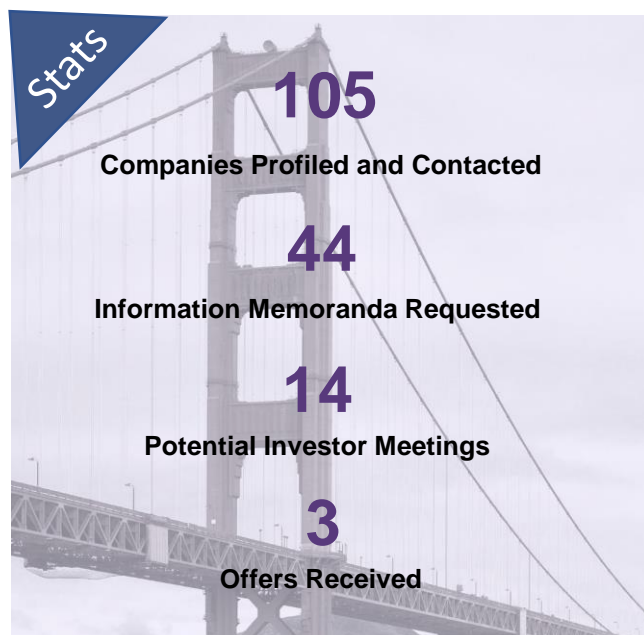
With offers received from 3 companies, the successful bidder was FPE Capital, a London-based software and services focused lower mid-market growth investor.

Following a period of legal, financial and commercial due diligence, during which time the Egress shareholders were guided and supported by EvolutionCBS Senior Client Director, Steve Barry, the transaction was concluded successfully.

Steve Barry commented: *"This transaction underscores how experienced and motivated shareholders, with the right advisor, can secure an acquirer to accelerate the growth and future potential within a business."*

*Ultimately it was felt that the best strategic fit for the business and its future going forward, was with the excellent team at FPE Capital."*

David Barbour, Managing Partner at FPE, commented: *"FPE is delighted to have completed this investment in Egress... Our investment focus is on assisting high quality businesses scale successfully, and we are excited to partner with Joe and his team to support their growth ambitions and capitalise on the significant tailwinds in this market."*



*EvolutionCBS is a long-established, premium provider of business sale advisory services with an enviable track record of international transactions. We work with the owners of UK businesses in any sector and any region, finding buyers from around the world through highly targeted research and supporting our Clients with dedicated Director-led teams, at every stage of their journey to a successful sale.*