



exit planning & business sales

Case Study

KLO Partners: Assisting with sale of business

Our role in negotiating the sale, preparing for and responding to due diligence and managing the contractual negotiations.

Background and requirements

Black Mobile Solutions was founded in 2009 by serial entrepreneur Peter Bryant and had developed a reputation as an innovative developer of enterprise class mobile applications, optimised for all devices. The owner was looking to become part of a larger company, with an enterprise class client base, to assist it to grow even faster.

What we did

We identified Fifosys, a managed service provider with a suitable client base and a strategic desire to acquire or develop a mobile and web development capability to complement its solutions.

We negotiated the sale of the business, assets and goodwill of Black Mobile Solutions, along with a 3 year earn-out and lock in for Peter Bryant to the complete satisfaction of both parties which will ensure the continuing growth of the business and add to Fifosys' competitive edge. We introduced a lawyer to act on our behalf. We assisted with the commercial and financial due diligence response.

"I Peter Kroeger really helped me throughout the process. His clear understanding of all the commercial issues and risks and the legal and due diligence process made this by far the easiest of the 4 companies I have sold"
Peter Bryant, CEO, Black Mobile Solutions

"Having identified Fifosys as a suitable acquirer and being aware of our desire to gain a mobile apps software development capability, either by starting one from scratch or by acquiring one, Peter Kroeger made a very clear proposition to us to acquire Black Mobile Solutions. His straightforward approach made it as painless as possible"
Mitesh Patel, CEO Fifosys Ltd

Black Mobile Solutions, a division of Fifosys <http://www.fifosys.com>

7 Hampstead West, 224 Iverson Rd, West Hampstead, London NW6 2HL

Peter Bryant p.bryant@fifosys.com 0207 644 2610 / 07774 234510

Mitesh Patel m.patel@fifosys.com 0207 644 2610 / 07917 015587

KLO Partners www.klopartners.co.uk

22 Pinewood Gardens, Tunbridge Wells, Kent TN4 0NN

Peter Kroeger peter@klopartners.co.uk 01892 731 272 / 07904 766230



Peter Kroeger is accredited by the Institute for Independent Business