



exit planning & business sales

## Case Study

### KLO Partners: Assisting with £5m sale of business

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

#### Background and requirements

Logos Technologies, founded by Giles Wilson in 1995, develops software to collect and review early phase clinical trial data.. We were introduced by Andrew Niblock of Keystone Law to review an unsolicited offer from Instem Plc in 2011 to acquire Logos.

#### What we did

Our advice was not to accept the deal but instead to complete a significant software development program and implement it into some major customers.

We reopened discussions with Instem a year later and negotiated a better deal on better terms to the satisfaction of both instem and the shareholders of logos. We then project managed and led the response of all due diligence and financial forecasting as well as advising on all the commercial issues that arose during that process. The £5m deal completed in May 2013.

*“Peter had clearly done this before which I believe was a significant factor in achieving a successful deal. He did a fantastic job of managing this process It’s important to recognise that a sale will have a strain on the business as well as a cost implication and one needs an advisor to manage a deal to prevent purchases from changing the goal post at the 11th hour, Peter’s experience and commitment took complete control of this.”*

*Giles Wilson, CEO, Logos Technologies*

*“Peter was so helpful, knowledgeable and quick to do whatever was needed. I could not have played my part without him. I had to respond to the due diligence and we had to produce forecasts over and over and over again. Well Peter did all that and he checked everything I did to make sure it was right. I am delighted to say, the deal would not have happened without him. I am happy to give Peter a reference at any time.”*

**Angela King, Commercial Manager**

**Logos Technologies Ltd** <http://logostechnologies.com/>

91 Peterborough Road, London, SW6 3BU

Giles Wilson, CEO [giles.wilson@logostechnologies.com](mailto:giles.wilson@logostechnologies.com) 0845 8385 900 / 07768 631 883

Angela King, Commercial Manager [angela.king@logostechnologies.com](mailto:angela.king@logostechnologies.com) 07517 551 473

**KLO Partners** [www.klopartners.co.uk](http://www.klopartners.co.uk)

22 Pinewood Gardens, Tunbridge Wells, Kent TN4 0NN

Peter Kroeger [peter@klopartners.co.uk](mailto:peter@klopartners.co.uk) 01892 731 272 / 07904 766230



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