



**Case study: We helped the shareholders of Tiger Eye Consulting Limited sell their business to private equity backed CTS Group.**

### The deal

Tiger Eye provides technical support, training, consultancy and custom development services to iManage users across the globe. The iManage document management system is the market leader for legal firms across the UK. As a Norwich-based IT solutions firm, Tiger Eye has grown impressively since its incorporation in 2005 and the vendors were keen to see the business reach its full potential with large corporate support.

CTS is a London-based IT business focused on legal firms. Backed by private equity firm, Tenzing, it provides a complementary home for Tiger Eye with the resources to continue their journey.

### Our role

- Identifying and confidentially approaching potential buyers
- Preparing sales documentation
- Deal negotiations
- Coordinating due diligence enquiries
- Advising on financial and tax aspects of the legal contracts

### Client:

Tiger Eye Consulting

### Industry sector:

IT solutions

### Transaction:

Business sale

### Key highlight:

As one of the leading iManage partners in the UK, Tiger Eye doesn't have many direct competitors or suppliers that would be a natural fit for the acquisition.

We therefore identified and approached complementary businesses whose services expand on Tiger Eye's.

Completing on a sale to a sophisticated buyer with private equity backing and complex financial reporting requirements can be daunting for a vendor.

We were therefore pleased to be able to support the vendors through every step.



### Comments

Dave Wilson, Managing Director of Tiger Eye, said: "Since founding the business in 2005, collaboration and teamwork have been at the heart of Tiger Eye. We're confident that, in CTS, we have found a business that values our signature collaborative ethos and one that is passionate about the long-term success of both our business and our clients.

"The team at Larking Gowen were supportive throughout the whole process. Selling a business that you have worked hard to build is a big decision. It is a challenging and complex process and one that you may only be involved with once in a lifetime. It is essential that you are confident that your advisors are on top of everything, leaving no stone unturned and pushing for the best possible outcome for you, and that was certainly the case with Will and James."

Will Gibbs, Corporate Transactions Manager, said: "It has been a pleasure to support Dave and Julie through this transaction. Their passion for the business and its employees has shone throughout. We're proud to have been able to support them to reach a successful sale."