



## Harlequin Corporate Finance Assists IP Integration in IT specialist Acquisition

IP Integration announces it has completed the acquisition of IT specialist Managed Networks. Harlequin Corporate Finance ([www.harlequincf.co.uk](http://www.harlequincf.co.uk)) supported Alastair Mills and his team in this acquisition.

Contact centre specialist IP Integration has acquired IT specialist Managed Networks, adding about £2m to its current £22m run rate as well as the ability to meet the increasingly complex needs of its larger contact centre clients.

### The buyer

Owner-managed IP Integration (IPI) specialises in contact centre services, including consulting, applications, unified comms, IT services, network services and security, with mid-market/enterprise/public sector clients including Co-op Group, Direct Line and Atos. The company is also a Diamond-level Avaya partner. IPI has offices in Reading, Manchester and Manila (Philippines). In early 2018, IPI significantly boosted its management team with the appointment of Six Degrees founder and ex-CEO Alastair Mills as Chairman and two of his Six Degrees ex-colleagues as COO (Mike Ing) and CFO (Glenn Christie). Former Avaya UK MD Simon Culmer also joined as Sales Director. More recently, Mike Ing has become MD, freeing up founder Joe Prentis to focus on the company's product strategy.

### The target

IPI has recently completed its first meaningful acquisition, of London based, IT specialist Managed Networks (MN). The company provides high touch IT support from the desktop to the data centre for blue chip customers, with an annual ARPU of £80k, taking the combined group to about 300 customers as it focusses increasingly on larger mid-market and enterprise customers. Joe Prentis noted that the acquisition will enable IP Integration to provide a much broader range of services to its existing contact centre customers, as well as pitch for larger customers. In particular, MN specialises in complex hosting, plugging an obvious gap for IPI, whose contact centre customers are increasingly requiring public and private Cloud solutions.

### About Harlequin

Harlequin is a Corporate Finance Consultancy based near Henley-on-Thames, UK. It was established in 1999 and as an organisation has significant experience working for private companies like Six Degrees, Solar Communications and Telappliant. Ian Freeman, prior to setting up Harlequin, worked for multinational corporations including Black & Decker and Vodafone as well as in a VC backed MBO, Sterry Group.

Harlequin works on the buy side of acquisitions mainly in the IT and Telecoms sectors.

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