



Adviser to Calculus Capital on its investment in Rotageek

Deal overview:

Wilson Partners Corporate Finance was delighted to advise Calculus Capital with financial and tax due diligence on a £2m investment in Rotageek alongside Mobeus, which first invested in Rotageek in 2018, and angel investors, in a £6 million new investment round.

Alexander Crawford, Co-Head of Investments at Calculus said “We were attracted to Rotageek by the strength of their management team and their impressive technology, which delivers significant measurable returns for clients. The company has a strong client base in its core sector and with this investment is poised to expand into the global workforce management market, which is valued at over £3bn. We are delighted that Rotageek is also in a position to assist the NHS at this difficult time.”

During the COVID-19 pandemic in 2020 the company offered a three month free trial of the software to the NHS and wider healthcare teams impacted. The offer attracted significant interest from NHS hospitals and Trusts and was implemented across hospitals nationwide.

About the parties:

The Company was founded by the current CEO Dr Chris McCullough, CTO Nick Mann and Professor Roy Pounder. Chris trained as a medical doctor spending 16 years in the NHS and 8 years as an Emergency Medicine Physician, at several London based hospitals, including St Mary’s Hospital. The difficulties of managing a shift-based, lean work force provided Chris with the motivation to establish Rotageek, utilising Nick’s technological ability to create a relevant solution.

Rotageek uses cloud-based technology and automatic scheduling to help multi-site businesses manage and schedule staff to meet demand, drive efficiency and reduce costs. The tool uses machine learning to identify patterns which may otherwise go unnoticed and its apps make it easier for staff to swap and cover shifts and know when they are working. Rotageek has established a strong position in the UK retail sector, working with High Street names such as Prêt a Manger, The Perfume Shop, Dune, Pets at Home and O2. Calculus Capital has been investing in innovative UK companies for 20 years. It offers growth investment opportunities with substantial tax advantages from the most experienced, award-winning, Enterprise Investment Scheme (EIS) and Venture Capital Trust (VCT) Fund Manager.

“This was our first time working directly with Wilson Partners and the team delivered high-quality due diligence support throughout the deal process. The team were proactive in their approach, and outputs were insightful and produced in a timely manner. We look forward to working with Dan and the team again.”

Matthew Connor, Investment Associate, Calculus

“Having known the Build Check shareholders for a long time and watched the development of the business as it has cemented its relationship with customers, expanded and established itself as the “go to” people in the Fenestration sector, I’m delighted to have acted for them through a successful Sale to BET. The transaction, along with the structure and Richard and David’s continued management sees the business ready placed for the next stage of growth.”

Dan James, Director, Wilson Partners