

Deal alert.



In brief:

Lead Adviser to UK Cloud Service Provider, Atech.cloud (“Atech”), on an initial £10m+ investment from Pelican Capital LLP.

“This is an exciting time for us, and taking on significant investment to support our next growth phase is a major milestone to have achieved. Adam Wardle and his team at Wilson Partners have been proactive and diligent M&A advisers from start to finish, highly skilled and commercial in approach. Very pleased that they are a part of our deal team for the next phase our growth journey.”

Tim George, Co founder and Chairman, Atech.cloud

Who:

Leading UK Cloud Service Provider Atech.cloud, headquartered in Marlow, has secured an initial investment of £10m from Pelican Capital LLP.

What:

The Wilson Partners Corporate Finance team led the transaction securing significant Growth Capital Investment into Atech.

Backing ambitions

Deal overview:

Wilson Partners Corporate Finance were delighted to advise leading UK Cloud Services Provider, Atech, on an initial £10m investment from Pelican Capital LLP. The funds will be used to enhance Atech's rapid organic growth and to finance its pipeline of acquisition opportunities, with follow-on funding available if required.

Atech specialises in managed services and security, with a particular focus on digital transformation and providing global support for mid-level enterprises. In recent years, the company has grown to become a direct tier-one Microsoft cloud service provider, a milestone that led to the business receiving several additional industry and security accreditations.

Commenting on the investment, Ryan Langley, CEO of Atech, said: "Over the last four years, Atech has become a leading technology partner, specialising in Microsoft cloud technologies. This direction and focus has enabled us to achieve impressive organic growth, whilst becoming experts in our field. Having assessed the multitude of options presented to support Atech, we are delighted to have found a likeminded partner in Pelican, which enables Atech to move to the next level. With the investment in the business, and our team, we will be accelerating our acquisition plans, whilst ensuring the continuous improvements within Atech."

Richard Morrison, Partner at Pelican Capital, added: "As soon as we met with Ryan and the leadership team, we knew we wanted to back them to realise their ambitions for the business. Atech.cloud is already growing rapidly due to its deep cloud expertise and its focus on customer service. With Pelican's investment, we are confident the business can continue this trend, plus deliver on its acquisition plans. We are thrilled that the team chose to partner with us, and we look forward to working with them over the next few years."

About the parties:

A Microsoft Advanced Specialist, and multi-gold, direct partner, Atech is focused on harnessing the potential of Microsoft technologies to transform its client's operations, and business efficiency. Atech primarily supports mid-market and enterprise corporations, with complex cloud requirements. Its key services include Digital transformation, Managed services, Managed security and Infrastructure support, with a specific focus on deploying and optimising Microsoft cloud technologies.

Pelican Capital is a UK based private equity firm that invests up to £15m in profitable businesses. Investments are funded by family offices looking to deploy capital into individual companies rather than invest through a traditional fund.

"We truly are impressed with Tim, Ryan and Russell (Atech's Management team) and Pelican's combination on this Growth Capital investment and delighted to have led this transaction. An exciting buy and build strategy has commenced already with new acquisitions in progress and we look forward to continuing to support them in creating a very scaled and valuable enterprise."

Adam Wardle, Corporate Finance Director, Wilson Partners Ltd

"A great way to start 2022: backing an excellent team and business with a clear strategy for growth. The Wilson Partners Corporate Finance team certainly negotiated firmly but their experience was evident, bringing us together with Atech and managing a professional process throughout. They did a first-rate job for the shareholders, finding the right type of investor for this next stage of their journey."

Anthony Francis, Partner,
Pelican Capital LLP