

Case study

The business

- High security network gateway security products
- Strong underlying proprietary technology
- Clients include UK government, MOD and NATO

The strategy

- Backing a highly successful serial entrepreneur who we had worked with before
- To increase sales by investing in sales and marketing
- To develop the next generation of products

The developments

- Enhanced sales and marketing resource
- Hired new technology development team from a competitor
- Won sole supplier status for a number of key defense contracts
- Cyber security is a hot area and the business has achieved strong sales and profit growth since acquisition

Summary

Sector	Computer Software
Location	Reading
Transaction	MBI
Deal size	£3.5m
Investment round	2009

“To have achieved both significant growth and transformation of the business in what must have been one of the most challenging years in living memory is a fantastic result for us”
Miles Clee CEO Deep-Secure Limited



About YFM Equity Partners

YFM Equity Partners* has been managing funds specialising in transforming small businesses for over 25 years. We invest between £100,000 and £10 million of equity and have a current portfolio of over 200 companies in the UK. Our team of over 50 people, based across six regional offices, is dedicated to working alongside management teams to create transformational growth and success.