

# Case study

## The business

- Design, manufacture and sales of IP routers for mission critical applications in the retail, lottery, telemetry and remote access markets
- Sophisticated remote analysis and automated management capabilities
- Blue chip customers include American Express, Travelex, T-Mobile and BP

## The strategy

- Backing a highly experienced and visionary CEO to capitalise on the migration in telecom routers to operate over faster more cost effective ISDN, GPRS and IP networks
- To grow the product and customer portfolio, making this an attractive acquisition for an international telecoms business

## The developments

- YFM Equity Partners supported the company with additional funding during the telecoms downturn
- Continued product development culminating in a series of advanced wired and wireless IP routers, which substantially accelerated growth
- Sold to Nasdaq listed Digi Inc, an international leader in device networking for business, for \$33m in 2008

## Summary

<b>Sector</b>	Telecommunications
<b>Location</b>	Ilkley
<b>Transaction</b>	Early stage expansion
<b>Deal size</b>	£833k
<b>Investment rounds</b>	2000, 2002
<b>Return</b>	8x

As we moved from, quite literally, discussions around a kitchen table to establishing offices and sub-contract manufacturing capabilities, YFM helped with recruitment of key staff and professional advisors and introduced a number of business contacts that have helped us to develop and manage the multi-million pound international business that we have today.

Andy Hood, CEO,  
Sarian Systems

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### 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 50 people, based across six regional offices, is dedicated to working alongside management teams to create transformational growth and success.