



# EXCLUSIVE DINNER FOR **CORPORATES IN TECH**

OCTOBER 2021

IDEAS | PEOPLE | TRUST



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# WELCOME

We are delighted to welcome you to our annual technology dinner hosted at the prestigious Cliveden House. The sector plays a vital role in the Thames Valley and we are privileged to be the trusted adviser to many of the region's leading businesses.

This annual event provides an opportunity to hear from a leading figure within the industry, and this year we are thrilled to be joined by Ian Spence, Founder and Chairman at Megabuyte, a Company Intelligence platform which delivers insights on the financial performance and corporate strategy of UK mid-market technology, media, telecoms and digital businesses.

Ian has been recognised as one of the 20 most influential people in the UK technology sector and we are very grateful that he is able to join us this evening, for what should be a very insightful and informative discussion.

We do hope you find the evening beneficial and enjoyable.

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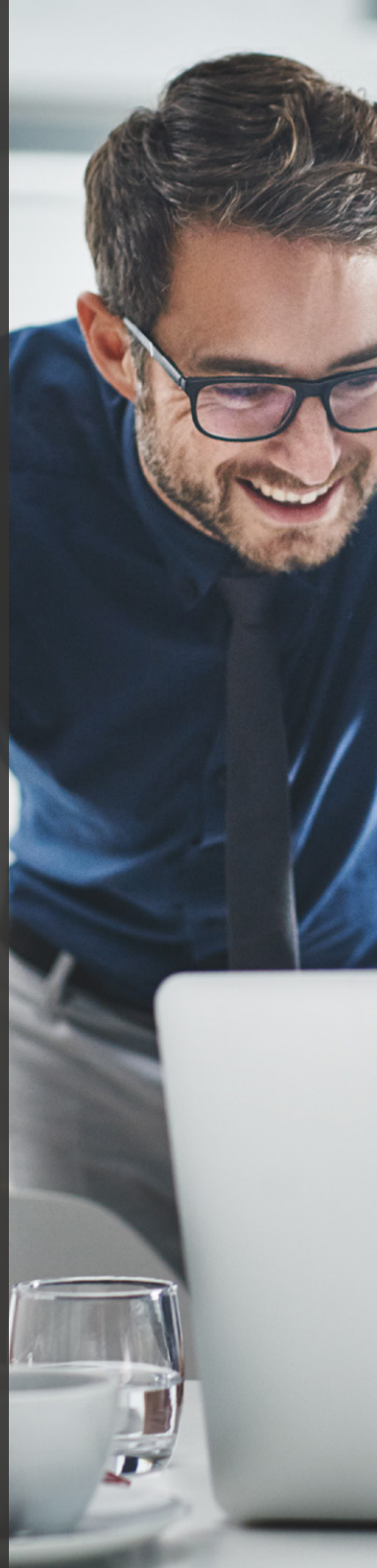
## OUR SPEAKER

### **IAN SPENCE** **FOUNDER AND CHAIRMAN** **AT MEGABUYTE**

Ian is the founder and Chairman of Megabuyte, one of the UK's leading independent technology sector research firms. In addition, Ian is a board adviser and non-exec to several tech and investment companies.

Ian has been involved in researching and advising companies in the technology sector for over 25 years. He began his career as a reporter for the Investors Chronicle before quickly making the move into investment banking where, over the next 15 years, he forged a successful career as a technology analyst. While an analyst in the City, he was twice voted TechMARK Analyst of the Year (the first analyst to attract a double win). More recently, Ian has been recognised twice by Debretts and The Sunday Times as one of the 20 most influential people in the UK technology sector.

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# HOSTS

## BDO

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DAVID BROOKES

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DUNCAN LAMB

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ANDY HARRIS

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NEIL BRACKSTONE

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CAROLE LE PAGE

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JONATHAN ROBERTS

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JAMES BUCKINGHAM

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# HOSTS

BDO

## DAVID BROOKES MANAGING PARTNER



David is a tax partner and also the managing partner for BDO's Reading and Bristol offices which provide a full service offering to clients located within the Thames Valley and South West regions. The region has more than 30 partners and 500 staff providing audit, tax and advisory services and his role is to manage the team and ensure we are providing exceptional client service to our clients.

He has experience in helping tech companies raise venture capital finance under EIS/VCT and private equity finance. He also helps companies with M&A on both sell-side and buy-side ranging from UK mid-market businesses to companies listed on NASDAQ making acquisitions in the UK.

## **DUNCAN LAMB**

### **CORPORATE FINANCE PARTNER**



Duncan leads BDO's M&A team based in the South. He has over 25 years' experience in corporate finance, covering MBOs, MBIs, IBOs, acquisitions and disposals.

Duncan is a specialist in technology and mid-market private equity and is regarded by his clients and peer group as being one of the most active and commercial deal doers in the technology market, resulting in Duncan having received personal recognition as Deal maker of the Year three times, and as lead of award winning teams for many years.

His deals include the buy-side role on Foundation SP, Fundraising for Extrinsicca, the sale of Enterprise Security, the sale of Capital Economics for £95m from LDC to Phoenix Equity Partners, sale of Security Partnership to Bytes, MBO of Selection Services with Palatine Private Equity for £25m, £20m sale of SecurEnvoy Ltd to Shearwater Group, MBO of Amtech to Primary Capital, sale of Utility Funding to Foresight for £27m, the sale of Gage Networks to Intercity and supporting Inflexion Private Equity on their acquisition of Ridgewall.

Duncan is a leading Partner in the BDO Private Equity Group.

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## **ANDY HARRIS**

### **CORPORATE FINANCE PARTNER**



Andy leads BDO's Transaction Services team in the Thames Valley and the South, overseeing a team of 17 high quality due diligence experts.

He has 25 years' experience in Corporate Finance, providing value adding due diligence services on corporate acquisitions and disposals, private equity and debt investments and capital market IPO's and he focuses extensively on the technology sector and on the corporate mid-market (ie £5m to £250m turnover businesses).

Andy works in close collaboration with Duncan Lamb and with Neil Brackstone. Key clients include Bottomline Technologies; Causeway and ULS Technology PLC.

## NEIL BRACKSTONE

### TAX PARTNER



Neil is a tax partner leading our business tax team in Reading and is the Thames Valley tax lead for the technology sector.

Neil works with many technology clients, leading the tax relationship and delivering a breadth of tax services supporting their growth plans. His portfolio includes private equity backed and listed businesses, many operating on a cross border basis where Neil supports them with their related tax issues, working with many of our overseas offices. He has a real passion for working with his clients, helping them in their growth journey, providing insights and advice, including their R&D and other innovation relief claims.

Our Reading tax team provides a full service offering and operates collaboratively with our audit and corporate finance teams to provide a truly supportive and comprehensive service to our clients.

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## CAROLE LE PAGE

### TAX PARTNER



Carole is a partner in our tax team in Reading. She specialises in supporting businesses of all sizes within the life sciences and technology sectors, and also leads the firms' life sciences tax team.

With over 20 years' experience, Carole has worked with clients ranging in size from early stage businesses to FTSE 100 organisations and large PE backed groups. During her career, she has advised on a range of corporate, employee and personal tax matters, including international expansion matters, corporate structuring, incentive plan design, R&D tax credits, tax risk and tax compliance. She also has extensive experience of providing tax advice on M&A transactions and regularly provides support to businesses and shareholders looking to sell or obtain finance, or looking to grow by acquisition, working closely with our corporate finance team.

Carole is passionate about understanding the commercial and tax position of her clients and working closely with them to provide an ongoing value added and coordinated service across tax and beyond.

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## **JAMES BUCKINGHAM**

### **CORPORATE FINANCE DIRECTOR**



James is an M&A director with over ten years of M&A experience, covering MBOs, trade sales, acquisitions and disposals, typically for privately owned mid-market businesses. He has completed a number of transactions across a wide variety of sectors but with greater focus towards technology.

His deals include the Growth Capital fundraise for Extrinsic Global, MBO of Ridgewall and acquisition of Qdos backed by Inflexion, the sale of Nationwide Retail Systems to Civica, the MBO of Style Analytics by Horizon Capital and the acquisition of Compass Computer Consultants by Advanced Computer Software Group.

## **JONATHAN ROBERTS**

### **AUDIT DIRECTOR**



Jon is an experienced audit director with a strong commercial focus and practical approach. He has a breadth of experience leading audits of private equity backed groups and fast growing private companies.

Jon thrives on working closely with his clients and collaboratively with colleagues in BDO in the UK and overseas. He has a passion for technology and working with businesses in the tech sector in the region, is a regular contributor to the firm's National Technology Strategy and leads BDO's Thames Valley Tech team.

Jon is committed to delivering a bespoke, efficient and value added service, tailored to the client's business and providing a timely response to audit and financial reporting matters.

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# GUESTS

**ANDY JENNER** – ESP

**BEN HUDSON** – ASCENT

**CHARLOTTE DEWEY** – REZATEC

**COLIN BATT** – BULLITT

**CONNOR BRYANT** – BRYANT DENTAL

**DARAGH PHELAN** – FSP

**GARY DICKINSON** – ADAMAS

**GEOFF NEVILLE** – INVENIO

**INDRANEEL ARAMPATTA** – MEGABUYTE

**JAMES O'MALLEY** – SELECT CAR LEASING

**MARK TONGUE** – SELECT CAR LEASING

**MARTIN TAYLOR** – REDWOOD

TECHNOLOGIES GROUP

**MATTHEW BONFIELD** – HUNTSWOOD

**PATRICIA FITZGERALD** – ADAMAS

**PAUL BRITTON** – THAMES VALLEY CHAMBER  
OF COMMERCE

**PHIL CLARKE** – REZATEC

**PRIYAM PATEL** – BRYANT DENTAL

**SIMON FURBER** – CLOUD DIRECT

**SOHIN RAIHATHA** – REDSQUID

**STEPHEN PASCOE** – RECYCLING TECHNOLOGIES

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# GUESTS

## ANDY JENNER

### ESP

As CEO of a global IT Support organisation, Andy Jenner is well-versed in the management of large teams across a range of skills and competencies, including a strong and highly experienced team of directors who are key to formulating, articulating and driving ESP's ever-evolving business strategy.

Experience gained over many diverse industries has enabled Andy to become proficient in balancing strategic leadership with ensuring the day-to-day business activities run smoothly and effectively. With his personal passion for detail and process, he has developed and executed strategies to deliver advanced service products for ESP's customers current and future needs, while also maintaining great returns for the shareholders.

ESP is dedicated to continued expansion into all of the world's regions to support the vision of a global company with a local feel. The company is driven by an ethos that enables its teams to deliver creative and inclusive service offerings, ensuring that ESP is at the leading edge of service delivery for both new and existing customers.

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# GUESTS

## **BEN HUDSON**

### **ASCENT**

Ben Hudson is Group CFO at Ascent Software, responsible for Global Finance Operations, Tax, Treasury, Legal, Financial Planning and Analysis, Investor Relations and Procurement. Ben joined Ascent in 2019, bringing two decades of experience in driving double digit growth in private equity-backed technology businesses. Prior to joining Ascent, Ben held several senior finance leadership positions in global technology companies including Finance Director at ByBox, CFO – Global Consulting at JDA Software (BlueYonder) and prior to that International Finance Director at RedPrairie.

Ben is a Fellow of the Chartered Institute of Management Accountants and holds an MBA from the Henley Business School.

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# GUESTS

## **CHARLOTTE DEWEY**

### **REZATEC**

CFO of Rezatec Ltd, a growth company specialising in Geospatial AI for sectors such as Forestry, Water pipelines and Dams.

Qualified Chartered Accountant with significant experience of the Venture Investment sector. Corporate Affairs Manager and Business Analyst at 3i for 13 years from 1989. Returned to the Venture sector after a career break and joined Rezatec, in its infancy, in 2013.

## **COLIN BATT**

### **BULLITT GROUP**

Colin is a co-founder of Bullitt Group Ltd, which designs, manufactures, markets, and sells mobile phones and consumer electronic products in partnership with global brands.

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# GUESTS

## **CONNOR BRYANT** BRYANT DENTAL

Connor Bryant is CEO of Bryant Dental.

Connor is also a co-founder of Medicaair, an air filtration technology which can filter out COVID-19.

## **DARAGH PHELAN** FSP

Daragh is the Chief Financial Officer of FSP, a leading digital transformation specialist that combines real world experience in business strategy, change and adoption, and digital solution delivery.

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# GUESTS

## **GARY DICKINSON** **ADAMAS**

Together with Patricia, Gary is a founder and co-owner of ADAMAS Consulting. Leading international consultancy and experts in pharmaceutical research compliance.

## **GEOFF NEVILLE** **INVENIO**

Geoff is currently Chairman of Invenio Business Solutions and Vista Retail Support, backed by BGF and LDC respectively.

He had over 25 years at Board level experience within the ICT services and software sectors, beginning his career at Admiral plc as a Software Engineer rising to CEO at the time of its £1.1bn sale in 2000. Latterly, he became a Partner at Lyceum (now Horizon) Capital in 2015, leaving to pursue a plural career as Chairman of PE backed tech companies in 2018. He has been instrumental in the growth (and exits) of multiple businesses ranging in size from £20m through to £400m.

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# GUESTS

## **INDRANEEL ARAMPATTA** **MEGABUYTE**

Neel Arampatta is a Principal Analyst at Megabuyte and leads the team's coverage of the UK IT, Cloud, and security cohort.

He has been at Megabuyte since 2015 and, in that time, built extensive board-level relationships across the UK's enterprise and mid-market resellers, VARs, MSPs, and security vendors.

## **JAMES O'MALLEY** **SELECT CAR LEASING**

James O'Malley is co-Founder and CEO of Select Car Leasing.

Starting from an office at home, Select has grown over the last 17 years to the industry leading, most Trusted Car leasing company in the country. Looking after the Admin and technical side of the business we have grown from 115 vehicles in the first year to over 30,000 vehicles in 2021.

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# GUESTS

## **MARK TONGUE** SELECT CAR LEASING

Mark co-founded Select Car Leasing in 2004 having previously accumulated more than ten years' experience in senior roles within the automotive industry.

Mark began his career in the trade with six years spent in retail car sales, before switching to the business side, first as retail business manager and finally a role in heading up corporate sales at the Reg Vardy Group, Europe's largest vehicle retailer at the time. Identifying the rapidly emerging market of car leasing early, Mark left the group to set up Select Car Leasing in 2004.

Mark has worked across all levels of the Select business since its formation, but has been chiefly responsible for shaping the development of Select's leading web platform, for which Mark has been a driving force in developing Select from the humble beginnings of a small local business to the nationally recognised organisation and the market-leading leasing broker it is today.

With a customer-focused sales process alongside some of the most competitive leasing rates in the market, Select Car Leasing is on course to deliver almost 19,000 cars in 2020 and there are now more than 50,000 people driving a Select lease vehicle across the UK.

The business has enjoyed significant growth over the past few years, enjoying approximately 25%-30% growth each year for each of the last five years – with annual website users likely to top 7 million during 2021, Select is now one of the largest automotive sites in the country by website visitors.

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# GUESTS

## **MARTIN TAYLOR** **REDWOOD TECHNOLOGIES GROUP**

Martin is the Co-Founder and Deputy CEO of Redwood Technologies Group, a leading global cloud communications and customer experience technology provider, best known under its Content Guru operating brand.

Martin's responsibilities include product innovation, strategic market development and the business's fast-growing healthcare and public sector practice. A pioneer in cloud communications, Martin has been active in growing his business group around the world, since setting up his first company in the UK at the age of 22. Martin is a regular guest lecturer on strategy and entrepreneurship at the business school of King's College London, his alma mater.

# GUESTS

## **MATTHEW BONFIELD** HUNTSWOOD

Matthew Bonfield is Executive Chairman and a shareholder of Huntswood CTC Ltd, a specialist resourcing, outsourcing and advisory firm.

Originally appointed to the Board in 2010 in his capacity as Chief Financial Officer, where he was responsible for the Financial, Risk, HR, IT and Legal aspect of the Group. Matthew then took on the role of CEO in October 2017 before becoming Executive Chairman in 2019, where he continues to work on the delivery of the strategic ambition of the company.

Matthew is a Fellow Chartered Accountant having started his career at PwC, before undertaking a variety of senior roles for EDS, O2 Airwave and Virgin Media prior to joining Huntswood.

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# GUESTS

## **PATRICIA FITZGERALD**

### **ADAMAS**

Together with Gary, Patricia is a founder and co-owner of ADAMAS Consulting. Leading international consultancy and experts in pharmaceutical research compliance.

# GUESTS

## **PAUL BRITTON**

### **THAMES VALLEY CHAMBER OF COMMERCE**

Paul is a Brunel graduate in Business Management with over 20 years' experience in economic development, place marketing and business representation.

Prior to joining the Chamber he spent eight years with Thames Valley Economic Partnership (TVEP) managing inward investment for the region – culminating in the development of a submission to the FT Publication fDi Magazine 'European Cities & Regions of the Future' which acclaimed the Thames Valley amongst the highest ranked small regions in Europe.

After two years in professional services he returned to inward investment and joined the Chamber of Commerce in 2009 overseeing the delivery of DiT (UKTI) inward investment related contracts. Paul led the development of the award-winning Thames Valley inward investment portal in 2012 and established the Thames Valley International Technology Conference at Microsoft EU HQ.

Paul was appointed Chief Executive of Thames Valley Chamber Group in October 2015 and spearheads an exciting period of investment and transformation at the Chamber. He continues to travel to champion new global Trade & Investment partnerships and promoting the virtues of the Thames Valley business community.

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# GUESTS

## **PHIL CLARKE** REZATEC

Qualified Accountant (ACCA) with lengthy financial experience within the computer software and automotive industries. Key competences in analytical skills, management, financial accounting, consolidation, and managerial finance.

Before joining Rezatec in 2019, I worked for CDK Global (now Keyloop) for over 20 years managing the UK Accounting and Reporting Team based in Hungerford working alongside their Business Service Centre in Prague.

# GUESTS

## **PRIYAM PATEL** **BRYANT DENTAL**

Priyam is the COO at Bryant Dental and is responsible for global operations and support with a focus on connecting people, processes and customers, to help drive forward innovation. He also leads the DenTech division that is pioneering in the field of AI dentistry.

Priyam is also a co-founder of Medicaair, an air filtration technology which can filter out COVID-19.

# GUESTS

## **SIMON FURBER** CLOUD DIRECT

Simon is Group CFO of Cloud Direct, a leading provider of digital transformation and hybrid managed services to the corporate and mid-market.

A Chartered Accountant, following an early career in Corporate Finance with BDO & Deloitte, he has spent 20 years with a number of high growth technology businesses. Following the successful exit of CCT, a leading provider of Contact Centre technology, in 2011, he spent five years as founder MD, completing the buy-and-build of Capita's Technology Solutions division to £500m gross revenues. After a few years with former colleagues scaling Unify Communications, a leading provider of disruptive cloud contact centre services, he joined Cloud Direct in July 2019 to accelerate its global expansion at the highest levels of the Microsoft channel.

# GUESTS

## **SOHIN RAITHATHA** **REDSQUID**

With over 20 years of experience within Technology, ICT and Telecoms, Sohin Raithatha co-founded Redsquid in 2006. With a passion for technology and a great customer experience, Sohin strives to transform the industry with the purpose to make a difference.

In the last years, Sohin has been pivotal in transforming Redsquid from Telecoms to a Technology organisation with a focus on Managed Services. As a part of this, Redsquid has completed two acquisitions in the last 18 months.

With a big focus on charity, Sohin has trekked both the Himalayas and travelled to Antarctica, successfully raising £1000's for Redsquid's chosen charities. In the UK, Sohin has run successful workshops with our local youth clubs and are currently mentoring refugees, trying to start their own business adventures in the UK.

# GUESTS

## **STEPHEN PASCOE** RECYCLING TECHNOLOGIES

Stephen is a senior finance professional and Fellow of the Institute of Chartered Accountants. He has worked with a wide range of organisations, including private businesses and large multinational and listed companies. Prior to joining Recycling Technologies, he spent over 20 years at PwC working in the UK and internationally.

Stephen has led the finance team to respond to the needs of a rapidly growing business. For the past two years he has been crucial in securing funding from equity, grants and loans including the negotiation of the commercial and financial partnership with our strategic investors.



**FOR MORE  
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