

Case Study: Knowledge IT

Client: Knowledge IT

Industry sector:
Communications and
technology

Knowledge IT (KIT) is a leading provider of integrated information, communications & technology solutions for business with over 30 years' experience in the market.

With specialisations in Virtualisation Services, Cloud Computing Services and Data Centre Services, Knowledge IT is a trusted advisor to private and public sector businesses operating in complex and challenging sectors such as finance, retail, manufacturing, education, local government and healthcare.

How we helped

MHA Tait Walker Corporate Finance completed the disposal of Knowledge IT to Stockton headquartered IT infrastructure group Onyx.

We worked closely with the Vendors in the 18 months prior to completion in order to plan for the ultimate sale. This pre-sale strategic planning focused on management information (presentation of financial information to the buyer), valuation (to ensure that the Vendors were able to secure a high multiple for the business by demonstrating the value of the existing contracts and by identifying potential synergies) and tax planning (to ensure appropriate tax planning had been established to minimise tax on the ultimate disposal).

Throughout the transaction, we helped negotiate and increase the value of the deal, managed the due

diligence through the Deloitte buyer team and worked closely with the legal advisers throughout the process. Our tax team were integral to the process to minimise tax on disposal and to advise on specific tax issues throughout the process.

Scope of the engagement

- Advised for almost two years in preparing a strategy, MI and forecasts
- Presentation of accounting treatment of long term contract revenue
- Preparation of sale pack for Onyx demonstrating future potential of contract revenue
- Negotiations to Heads of Terms stage
- Managed due diligence process
- Negotiated, in detail, the final deal

“ The team at MHA Tait Walker have been excellent throughout the whole process. Their help and guidance has been invaluable together with their knowledge and experience of this type of transaction. I would not hesitate to recommend them. ”

George Sanger
Managing Director

Now, for tomorrow