

An opportunity to acquire a high quality leading Group in the area of enterprise solutions for voice and data network infrastructure management.

Executive Summary

- The Group was formed by the merger of four companies in 2003. Although formally maintained as separate companies, the Group operates as a single entity from its North of London headquarters.
- From offices in Bedfordshire and Gloucestershire, Boston USA and Brussels, the Group delivers network support services and tools to customers in over 30 countries.
- A leading supplier and developer of Information & Communications Technology services and management tools for the voice and data network sectors, the group and each of its constituent companies has a proven track record in its field.
- In the last twelve months the Group has worked with 700 corporations, government departments, SMEs and outsourcing organisations, improving and enhancing their voice and data network management and infrastructure.
- Net profit has increased by over 71% in the past four years.
- Established management and experienced professional team.
- Portfolio and successful sales of own technology.
- Strong portfolio of distributor agreements established with a number of leading vendors.
- Partnership arrangements with major organisations such as BT, Nortel, Cisco, Toshiba, NEC, Samsung etc.
- Efficient group reporting infrastructure.
- Group is generating sufficient working capital for current needs and projections.

The Group

Offers a range of software products, professional and support services that currently focus on optimising voice and data communications infrastructure managing activities such as: -

- Band-width, quality of service, and cost management
- Contact Centre call management
- Network change control and documentation
- Network management tools

Additionally providing managed services, training, support and maintenance providing a 'one stop shop' for all clients' voice & data management services.

Experienced staff

CEO

- Manages the business together with the COO. Led the original buy out of the business.
- Long and successful track record in the UK & US in sales and marketing.

COO

- An accountant with considerable general management experience. Looks after all the operational activities in the Group including the company's development, professional services and support organisation and all aspects of finance & administration.

President

- Of the US Operations. Looks after all of the Groups US activities which account for approximately 25% of group turnover.
- An experienced general manager (previously co founder & CEO of one of the business units that make up the Group), he also has a strong track record in sales & marketing in the voice software business.

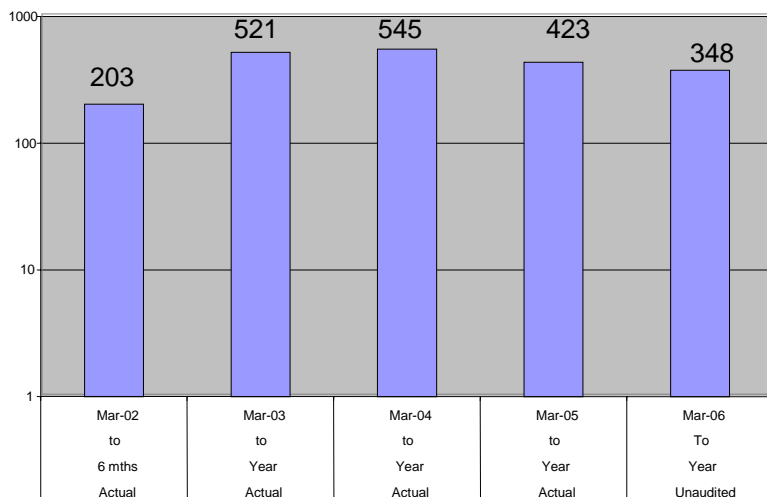
Additional Resources

- The company is fully supported by Sales, Customer Support and Engineering personnel.

Financials 2002 – 2006

In '000s	Actual 6 Mth to Mar-02	Actual Year to Mar-03	Actual Year to Mar-04	Actual Year to Mar-05	Man A/C To Mar-06
Network Management	1,278	2,724	3,281	3,330	3,099
Network Infrastructure	-	-	120	72	54
Revenue	1,278	2,724	3,401	3,402	3,153
Op. profit	203	521	545	423	348

Operating Profit 000's



The Market

- Since the mid-1990's the advent of the internet and email as essential business tools and the shift to client server applications often with distributed processing have resulted in corporate networks, whether LANs, WANs or VPNs, becoming central to the successful operation of the business and hence mission critical.

Convergence

- The reliance of all corporations on their network assets is being exacerbated now by the convergence of data and voice networks into one integrated network. This move to a single integrated network has been 'headlined' under the banner of Voice over IP. Most organisations recognise that they will eventually operate with a single IP network and they understand both the profound benefits that this will bring and the risks.
- The combination of the enormous investment in corporate ICT infrastructure and its mission criticality, together with these risks, rewards has created the need for products which manage these assets, and it is that market which is addressed by the Group.

Market Opportunity

The current management team are looking for an individual or organisation to continue and accelerate the profitable growth of the business with a possible move towards a listing in the medium term.

Ideally a company with an existing business in this or a complementary area would bring the synergy needed to establish the ambition of the team.

The business could benefit from a deepening of the management team in leadership of marketing and product management which may present an additional opportunity for an interested party.

The Group structure has been ideal to get the business to this stage in its development. There are plans to simplify this when it is sensible to do so.

The offices are well placed in the UK, Europe and the US and could be exploited further with the right approach and focus.

Purchaser sought to acquire the existing Group for further growth with a possible view to a medium term listing

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