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# ALLIED AP POWERS

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Newsletter

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**ascotdrummond**  
accountants and international tax consultants

In June 2006, The Albany Group chose Allied Powers Ltd to dispose of Ascot Drummond Partnership, their non-core City of London accountancy practice in order to concentrate their focus on growing their international business. The Group offers contract income management services to expatriate consultants working around the world in industry sectors such as IT, Telecoms, Oil & Gas and Pharmaceuticals. The Albany Group is a global business with offices on 5 continents.



Richard Fisher our latest member of the team has over 25 years of both Sales & Marketing experience within a wide variety of companies both private and public, from SME to Multinational. These roles have been held up to Board Level, where challenging objectives have needed to not only be met, but exceeded.

With proven experience in companies such as SAGE and MISYS, his vast knowledge and understanding of the technology sectors has enabled him to build a great network of contacts within this industry. He is a forward thinking sales professional with considerable experience of successfully growing and managing not only sales situations, but also whole companies in challenging markets, achieving far beyond expectations.

An exceptional people manager, he believes in the importance of all the individuals involved in the success of an organisation, and this is reflected in the management style deployed within the organisation's project



Having worked with the company since its inception we are particularly pleased to announce that the business of Seal Encoding which was created by Enseal Systems has been sold.

The purchaser is a substantial US corporation who we have been working together with for many years in the area of Cheque Security.

Martin Glick, Managing Director of the Albany Group says, "Allied Powers were successful in obtaining an above average fee income multiple for this business with a substantial amount of the sale price up-front, a result difficult to achieve in this sector. We are now able to concentrate on building our core business internationally".

Albany are retaining their Ascot Drummond online accountancy practice that offers cost effective, paperless accounting for small businesses.

The project was led by Chris Cundy and completed within six months.

**albany**  
ventures

Alliance Trust PLC, the largest generalist investment trust company listed on the London Stock Exchange, has acquired venture capital investment company Albany Ventures in a move that will broaden the company's investment expertise by bringing on board a highly experienced private equity team.

Alliance Trust announced it has bought 100% of the shareholding of Albany Venture Managers (Holdings) Ltd, a respected six-year-old group that runs three venture capital funds with committed equity of £25m. As part of the deal, Albany Ventures two senior investment managers and main shareholders, Raymond Abbott and John Morrison, will join Alliance Trust to form the core of the Alliance Trust's new private equity team.

John Elsdon has been Technical Advisory Board member of Albany Ventures for a number of years.



We are delighted to be working with the JVH group to help them develop their business going forward.

JVH specialise in the provision of Telephony including Voice over IP systems VOIP and are based in Bridgend, Wales.

Originally established in 1992 as JV Systems, which itself expanded and later became JV Group, today the company has grown still further focusing on voice and data telephony solutions.

Their customer base comprises a wide range of small, medium and large businesses and other organisations throughout South Wales and the West of England.

The company has always been at the forefront of new technology and this lies at the heart of the continuing commitment to the highest levels of quality, service and support.

The focus of the company is to provide customers with the most efficient and effective solutions in voice and data network telephony and security services.

Their objective is to help each customer improve efficiency and productivity and increase the ROI on their voice and data and security spend.



We were invited to help the owner managers of GRS Engineering (Sussex) Ltd to help with their recent reconstruction of the business.

Allied Powers helped to reconstruct the business which separately involved the sale of the premises and the disposal of much of the equipment within the facility.

A number of purchasers acquired the various assets of the business.

One purchaser, Lund Brothers in Rustington, has been able to significantly expand its own business as a result of their acquisition.

We acted to help the clients with the negotiation of the deal and managed the process to a successful completion.

We are pleased to have been able to help deliver with this detailed and complex transaction.

## Venture4th

### John Elsdon appointed to the board of Venture 4th

John Elsdon has joined V4th to primarily help with the company's M&A activities.

Their considerable track record as entrepreneurs and technology business specialists means they understand the significant challenges that face management teams and investors striving to build realisable value and wealth.

They have held strategic and founding roles in many high profile technology, M&A and advisory organisations, raised over £100M in funding for all sizes and stages of UK technology ventures and been central to driving high value exits.

Some of their key services are:

Working with technology business founders and investors to drive success from through to exit, creating realisable wealth for all shareholders.

Providing a full set of skills, service and support and products spanning board level support, fundraising, key team members, IP, channel, sales, marketing, finance, international expansion, operations and M&A.

Supporting start-up, growth, turnaround, spin-off and strategic repositioning opportunities where innovative IP exists.

Operating as a "hands on" extension to their clients management teams, committing to support them over the long term.



The management team in Signum have increased their stake in the company having been able to buy out 3i towards the end of last year.

Signum specialises in the field of Digital Watermarking both hidden and visible and is in use around the world in the protection of digital assets.

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