



DSA Prospect
Unlocking your financial potential

OVERVIEW

DSA Prospect Director, Gary McHale and his team act as lead advisor to e2e-assure on the £10.5m investment by BGF.

CASE STUDY:

BGF's £10.5m investment in e2e-assure Ltd.



CLIENT PROFILE

Established in 2013 by cyber security expert Rob Demain, **e2e-assured Ltd** have been a long-standing client since inception.

Specialising in Security Operations Centre (SOC) as a service and Managed Detection and Response (MDR), e2e-assure are a cyber security company offering a range of monitoring services and solutions to clients across the globe.

In 2020, Gary McHale identified the need for investment as the company was at a pivotal point of growth and required a partner to help scale the business on an international level and expand their market offering.

After strategic planning and a rigorous candidate process, Gary and Rob Demain identified **BGF**, an independent investment company, as the right investor based on their extensive expertise and international reach.



e2e-assure Ltd



Cyber Security



Oxfordshire



**Deal completion date:
March 2021**



The 4 pillars of our support services



Bespoke approach

Accounting and business services, support and advice tailored to your individual needs.



Real people & experience

Our owner-managed team is here to support and guide your journey backed by our first-hand experience.



Strategic insight

We use our strategic perspective, in-depth knowledge and highly analytical approach to ensure the best results.



Trust & reliability

Building our reputation for more than a decade, we provide clients peace of mind & confidence knowing we're on their team.

HOW DSA PROSPECT SUPPORTED THIS DEAL:

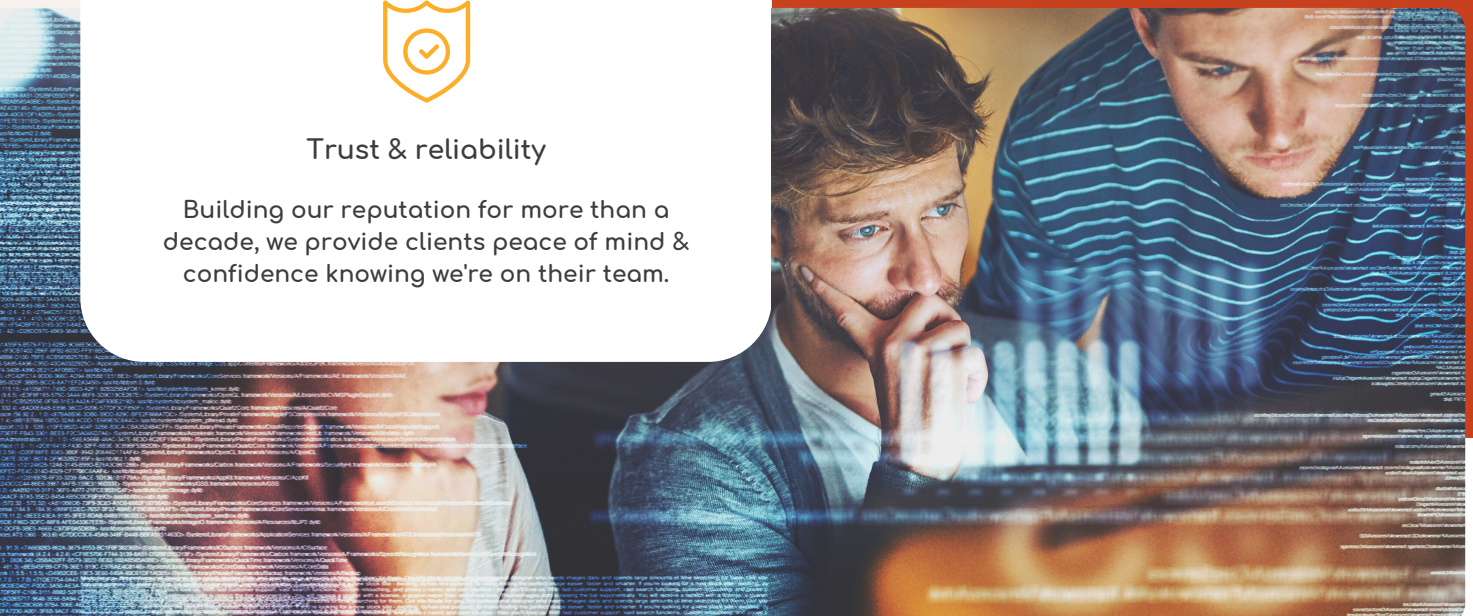
- Identified need for investment in May 2020
- Developed investor information memorandum on behalf of client
- Investor research & strategic investment planning with directors
- Term negotiations
- Solicitor engagement
- Financial due diligence

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The expertise provided by Gary and the team at DSA has been invaluable throughout the process.

From identifying BGF as investors able to add significant value through to negotiation and eventual completion, the dedication and quality of advice provided by DSA Prospect has enabled e2e-Group to realise its existing potential and focus on the next stage of its growth and development aspirations.

Rob Demain
CEO & Founder, e2e-Group Limited



We're delighted to have supported e2e-assure Ltd as they build on their growth to date and look to an exciting next phase.

We would like to offer our thanks to Jeremy Parkes and his team at Field Seymour Parkes for their legal support and Alex Snodgrass, Elliott Vickerstaff and Guy Pope from BGF in enabling an efficient and productive deal process.

Congratulations to all parties involved and we look forward to our continued relationship and some exciting future plans!

Gary McHale, Director, DSA Prospect Limited



HOW DSA PROSPECT SUPPORTS TRANSACTIONS AND INVESTMENTS

From initial advisory, tax and structural planning to business valuations and due diligence. Our transaction services will ensure the best possible outcome for you and your business.

For over 10 years DSA Prospect have established themselves as experienced and trusted advisors for a significant and varied range of clients, professional service providers and investors across the Thames Valley, London and beyond.

Taking a professional and pragmatic approach to our work with a focus on adding value, our team of advisors are well-placed to provide support ranging from lead advisory to financial due diligence with service tailored to the needs of the client.

Whatever the transaction size, our experienced and professional team design strategies that are unique to you.

Contact us today!

