

Intuitus Limited

IT's a Deal

Graphite Capital acquires Leading Edge Labels



GRAPHITE CAPITAL

Intuitus has provided the technical due diligence advisory service for Graphite Capital's acquisition of Leading Edge Labels, a leading UK printing company.

The assessment focused upon the fitness for purpose and scalability of the company's in-house IT systems (used amongst other things to optimise its manufacturing operations).

From a support perspective, Intuitus reviewed system robustness in terms of performance and reliability, the availability and expertise of technical development and support personnel, and the completeness of system documentation.

Intuitus also considered the extent to which resilience and contingency had been designed in to the system, and we commented upon the potential business impact of unplanned downtime.

Finally, Intuitus assessed the uniqueness of the in-house IT systems, in the context of other similar or competing products serving both the printing industry, and the broader manufacturing sector.

Mark Hudson, Investment Manager at Graphite Capital, commented: "We really needed an expert view on the scalability and separate commercial potential of the company's IT systems. Intuitus had the expertise we were looking for and quickly and clearly articulated a number of issues and risks that we have since been able to address as part of the transaction. Intuitus delivered a thoroughly professional service, which proved to be a critically important component of the due diligence process."

Nick Norton, the Intuitus consultant, is a recognised expert in production and operations systems in the printing, manufacturing and electronics sectors (amongst others). After an earlier career in IT and software development, specialising in finite capacity planning, workflow and scheduling, Nick has been a management consultant for 20 years, implementing over 30 projects in a diverse range of sectors and industries. Nick is fully conversant with the requirements for planning and control of all types of manufacturing business. Nick's qualifications include a BSc in Mechanical Engineering. He is a Chartered Manufacturing Engineer and a Member of the Institution of Electrical Engineers. He is also a Fellow of the Institute of Operations Management.

Date: June 2003
Sector: Packaging

Intuitus is a specialist provider of independent, bespoke, IT and technology due diligence services. Our pre- and post-transaction services are designed for providers of venture capital, private equity and debt finance for mid-market investments in virtually any market sector. Intuitus delivers its services through its UK-wide executive-level network of consultants, a highly flexible, responsive and multi-disciplined model. The consultant network means that Intuitus can deploy one or more consultants with expertise in both the technical and market environments of the investee companies. As a result, the investor receives expert, deal-specific advice that can be relied upon and that influences the investment decision.

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