

Intuitus Limited

## IT's a Deal

Legal & General Ventures acquires Total Fitness



Intuitus has provided the IT due diligence advisory service in support of Legal & General Ventures' acquisition of Total Fitness, an operator of 21 health and fitness centres located mainly in the North West of England.

The main areas that Intuitus assessed included:

- the fitness for purpose of the main IT systems, to verify that they supported Total Fitness' business model and were not technically constrained;
- the suitability of business continuity plans, to confirm that the business would not be affected by unplanned downtime;
- the effectiveness of systems integration between Head Office and the centres, to determine the robustness and efficiency of the end-to-end system;
- IT-related dependencies on the former parent company and associated plans for separation.

Intuitus was therefore able to provide an independent and expert evaluation of Total Fitness' IT systems and organisation, particularly commenting upon areas of risk or inefficiency that might have impacted both the investment and the business plan.

David Cairns, the Intuitus consultant, specialised in the field of information and communications technology (ICT), and had worked with a range of blue-chip organisations across many industry sectors. His particular areas of expertise included quality assured software engineering, ICT assessments and independent auditing. He had also advised a number of regional, national and international clients on the scope and structure of their IT departments, processing methods and infrastructure requirements.



**Date: August 2004**

**Sector: Leisure**

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.

For more information, contact:

Calum Stewart

Managing Director, Intuitus Limited

T: +44 (0)1383 510592

M: +44 (0)7887 521016

E: [calum.stewart@intuitus.co.uk](mailto:calum.stewart@intuitus.co.uk)

W: [www.intuitus.co.uk](http://www.intuitus.co.uk)

Company registration No. SC239318

Registered office: Netherton of

Bucklyvie, Fordell, Fife, KY4 8EY