

Intuitus Limited

IT's a Deal

Bridges Community Ventures invests in Smart Storage



Intuitus has supported Bridges Community Ventures' investment in Smart Storage (Smart), a secure self-storage facility company, formed in June 2004. Smart's first storage facility at the Wirral has been open to the public since January 2005 and management's strategy is to open new facilities in Liverpool and the North West. The customer base is split between the general public (householders) and commercial businesses.

From a technology perspective, Smart relies upon a reservations system that manages the allocation of storage units, and CCTV and access control security systems.

As part of the due diligence assessments Intuitus assessed the fitness for purpose and resilience of the reservations system and the effectiveness of the physical security systems. We commented upon the track record of the third party supplier of the reservations system and its ability to support a growing Smart business. We also set out the possibilities for the centralisation of the existing reservations and access control systems in what would become a multi-site operation.

We particularly advised Bridges Community Ventures with regards to the IT infrastructure and associated investment requirements for an expanding business.

We assessed Smart's data management and security practices and we checked for the provision of relevant disaster recovery arrangements that would enable the reservations and security systems to be recovered with minimal business impact.

David Harland, the Intuitus consultant, has conducted numerous IT due diligence assessments. In so doing, he has carried out the objective assessment of companies' IT systems and infrastructures, assessing and managing third party supplier performance and advising clients on the optimisation of their investments in IT. David has previously conducted audits of warehouse and storage operations. He was also previously involved in the design of physical security systems for a purpose built facility, which included storage units, and which required a good understanding of physical security protocols and technologies.

Bridges Community Ventures is the UK's first community development venture capital company. This is Bridges Community Ventures' 19th investment and its first substantial investment in the North West region. For more information on Bridges Community Ventures please contact 020 7262 5566 or visit www.bridgesventures.com.



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Sector: Consumer

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

W: www.intuitus.co.uk

Company registration No. SC239318

Registered office: Netherton of

Bucklyvie, Fordell, Fife, KY4 8EY