

# Managed

## B2B Professional Services

### Background

Managed is an award winning IT managed services provider delivering 24/7 IT service desk and process management to companies across a range of sectors including professional services, education, leisure and travel, banking, financial services and not for profit.



Based in London,  
New York, and  
Hong Kong

### The Challenge

Managed was founded in 2009 with a vision to provide a truly market-leading managed service provider with round-the-clock coverage for their clients.

They have achieved consistent year-on-year growth, and in 2017 were listed in The Sunday Times' "Tech Track 100". They went on to win a number of awards and as a result secured contracts with major clients.

Managed has developed a number of software products which set them apart from their competition and allow them to provide a market-leading service.

Their growth plan included the continuation of their major software offerings, as well as investment in sales and customer acquisition, and the refinancing of a term loan - all without diluting equity.

100

major corporate  
clients



Developed a  
successful  
e-learning platform

\$33b

Projected size of  
the soft-skills  
market by 2026



## The Solution

Managed engaged with Fuse Capital to assess their funding options.

After producing a detailed investment memorandum, outlining the financials of the business, growth forecasts and loan modelling Fuse Capital engaged with a global network of funds to find a suitable lending partner.

Engaging with a large network of lenders enabled Managed to receive competitive term sheets, ensuring the best terms available. Once a suitable capital structuring was sourced all that remained was to close the deal.

## The Outcome

Fuse Capital ensured Managed secured a private debt facility which:


- Enabled them to fund their growth ambitions
- Met their funding needs while retaining 100% equity
- Provided certainty that they were receiving good terms due to the competitive process that engaged multiple lenders





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