

# Corporate Finance

## Technology, Media & Telecommunications Team



### The sale of KCS Global Holdings Limited to The Sage Group plc

“The PwC team did a great job and really delivered for the shareholders. A strategic price, a smooth process, no-nonsense advice and a pleasure to work with. We always felt our £20 million deal was as important to them as it was to us - I wouldn't hesitate in recommending them.”

Alan Snell  
Chief Executive and Principal Shareholder  
KCS Global Holdings Limited

#### The deal

The Technology, Media and Telecoms team is pleased to announce the sale of KCS Global Holdings Limited (“KCS”) to The Sage Group plc (“Sage”) in a £20 million all cash transaction. PricewaterhouseCoopers advised the shareholders of KCS on the transaction, which delivered a successful exit for NVM Private Equity.

A hands-on approach, high quality advice and a thorough understanding of the UK HR and payroll solutions market enabled PricewaterhouseCoopers to play a lead advisory role in the successful completion of this strategic acquisition.

#### The business

Based in the South East, KCS is a leading provider of HR and payroll solutions across the UK, Ireland, Jersey, Guernsey and Isle of Man.

It is one of the UK's leading HR and payroll solution providers to the upper mid market. KCS is highly credentialed having been awarded Payroll Software Provider of the Year 2001 to 2006 and Outsource Provider of the Year 2004. The transaction represents an excellent opportunity for Sage to consolidate its position as one of the leading suppliers in this sector.

#### The deal team\*

The Corporate Finance team comprised Andy Morgan, Peter Barrant and Gareth Davies.

The PricewaterhouseCoopers Corporate Finance Technology, Media and Telecoms sector team brings together a team of professional staff focused exclusively on providing strategic and deal execution advice and a range of related services to corporate and private equity clients undertaking activities in the telecoms, media, and technology arenas.

# Corporate Finance

PricewaterhouseCoopers provides a full range of M&A and financial advisory services, from acquisitions and disposals, through to raising finance, across all industry sectors.

We advise corporates, management teams and private equity houses and have a proven track record in UK mid-market transactions.

## Award winning:

- Mid-Market Adviser of the Year (Acquisitions Monthly Awards 2007)
- Leading UK mid-market adviser 2002-2006 (Thomson Financial)
- Number 1 UK private equity adviser 2006 (Thomson Financial)
- Number 1 adviser by volume of all UK deals 2006 (Mergermarket)
- 3 of the top 10 dealmakers by volume in the UK (Mergermarket 2006)

## Services:

- Advice on acquisitions, disposals, joint ventures, finance raising, management buy-outs and buy-ins, takeover bids and defences, public to private transactions and IPOs
- Deal origination
- Deal structuring
- Debt advisory
- Exit planning

## Industries:

- Business Services
- Construction & Building Products
- Consumer
- Financial Services
- Industrial Products
- Pharmaceutical & Healthcare
- Technology, Media & Telecoms

**PricewaterhouseCoopers named  
Mid-Market Adviser of the Year**

*Acquisitions Monthly Awards 2007*

For more information,  
please contact:

Andy Morgan  
morgan.andy@uk.pwc.com  
+44 (0)118 938 3191



Peter Barrand  
peter.barrand@uk.pwc.com  
+44 (0)118 938 3366



PricewaterhouseCoopers may from time to time send you information about its products and services, events and newsletters that may be of interest to you. If you do not wish to receive this, please contact secretary Jo-ann van der Westhuizen at [jo-ann.van.der.westhuizen@uk.pwc.com](mailto:jo-ann.van.der.westhuizen@uk.pwc.com).