

Case study: Ortoo Technologies Limited

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The deal

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The Key is a group engaged in professional support to the educational sector, providing up-to-date information to all key stakeholders in schools. Ortoo Technologies is a software development company focused on the educational sector, having developed the software GovernorHub.

Larking Gowen assisted Ortoo with sales advisory services in relation to their sale to The Key Support Services.

Our role

Larking Gowen Corporate Transactions was asked to undertake the following:

- Advise on heads of terms
- Negotiation of working capital adjustments and the final consideration due
- Handle financial due diligence enquiries
- Preparation of locked box accounts
- Tax advisory

Client:

Ortoo Technologies Limited

Industry sector:

Software development

Transaction:

Business sale

Key highlight:

Larking Gowen worked to a tight deadline, overcoming logistical issues presented by COVID-19 whilst also achieving exceptional shareholder value.



Comments

Alex Robinson, Director at Ortoo Technologies, said:

"Jack and the team at Larking Gowen were extremely helpful and proactive. They could anticipate many of the questions that arose during the due diligence process and they were able to bring experts into the conversation on matters such as tax and valuation."

Jack Minns, Larking Gowen Partner, said:

"Alex, Neil, James and the team at Ortoo have built highly successful software, operating a SAAS based model with strong growth year on year. Both the nature of the business model and strategic fit with The Key have helped deliver significant shareholder value. I am sure that Ortoo will continue to grow and progress as part of The Key."