



SECTOR  
**Technology**

**Invested 2016**

## Timeline

- **1965** - Southern Communications founded
- **2016** - Livingbridge invests
- **2016** - Appoints former CEO of TalkTalk as Chairman
- **2016** - Completes five acquisitions
- **2018** - Recognised in Southern Tech 100, 2018
- **2018** - Recognised in Comms National Awards 2018
- **2018** - Awarded High Growth Tech Business Award at Thames Valley Tech Awards 2018
- **2018** - Completes five further acquisitions
- **2019** - Awarded Tech Leadership Team Award at Thames Valley Tech Awards 2019

## B2B telecoms business

Southern Communications is one of the UK's oldest telecoms firms, tracing its roots back to 1965. Today, it provides SMEs across the UK with a range of services including fixed-line, data, mobile and cloud-based services alongside sale, installation and maintenance of telephone systems.

Southern Communications has, over recent years, pursued an ambitious acquisition strategy, transforming itself into one of the UK's largest providers of business-to-business telecoms services with a turnover of over £30 million, over 6,600 business customers and a workforce of over 160 employees operating from four locations in the UK (as of June 2016).

*"I feel like we have secured the perfect team to drive our ongoing development. This investment will provide us with significant firepower to acquire complementary businesses as we seek to build on the strong momentum we have generated and move towards our stated aim of doubling in size over the next three to five years."*

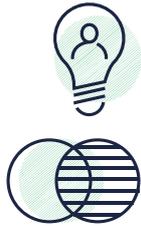
**Paul Bradford**  
 CEO, Southern Communications



## Building the best

High Growth Tech  
Business Award, Thames  
Valley Tech Awards  
2018

Tech Leadership Team  
Award, Thames Valley  
Tech Awards 2019



# The right tools for growth

## Talent

We worked with the business to augment the management team, which has included David Goldie, the former CEO of TalkTalk, joining as chairman.

## M&A

Our in-house insight team has supported the business to identify and evaluate a corporate development pipeline. Since investment, the business has completed 10 acquisitions enabling it to expand its customer base and service offering.

## About Livingbridge

Livingbridge is a mid-market private equity firm with offices in the UK, the US and Australia, investing in fast growing companies valued up to £300m.

Our team have been backing growing businesses together for twenty years. We've done it over a hundred times, turning many into household names both at home and abroad. We get growth.

We understand the people behind growing companies in consumer markets; healthcare and education; technology, media and telecommunications; financial services and business services, and help them achieve what's right for them and their business.

London Birmingham Manchester Melbourne Boston



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