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INVESTMENT YEAR: 2019

SECTOR: Technology

Data delivery network

FluidOne provides a range of quality data connectivity services to UK businesses across the construction, hospitality, hotels, professional services and retail sectors. The business helps its diverse and loyal customer base to securely connect any device to business-related data and applications through its unique, integrated technology platform.

The business is managed by CEO Russell Horton, CFO Hemant Patel and COO Chris Rogers (a co-founder of FluidOne) and has demonstrated strong financial growth since its inception in 2006. FluidOne has ambitious targets for the coming years, aiming to be the best quality data connectivity provider to UK businesses.

The market for network connectivity across IOT, Cloud and Mobile is a fragmented and growing one. As companies across all sectors recognise the need for digital transformation, we see multiple opportunities for FluidOne to gain market share, not least as the fibre optic broadband network continues to roll-out across the UK.

The company's unique platform is both well-invested and scalable meaning the business is on track for both organic and acquisitive growth. Our investment will support FluidOne in the significant opportunities it has identified for cross-selling, targeted sales, marketing campaigns and new product development. In November 2019 the business announced its agreement on a material new debt facility with a leading bank. FluidOne is building a strong M&A pipeline in a growing market that is poised for consolidation.

We have demonstrated impressive growth over recent years and have significant ambition for the future, so it's very pleasing to have Livingbridge's support as we look to exploit the numerous opportunities and develop a strong M&A pipeline in this expanding market.

Russell Horton
CEO, FluidOne

FluidOne timeline

2006 FluidOne founded

2018 Launches 'Platform One', an aggregated UK broadband and mobile platform

2018 Launches on-demand Ethernet service

2018 Launches Secure SD-WAN solution

2018 Launches G.FAST, an ultrafast FTTC enhancement

2019 Livingbridge invests

2019 Ranks 32nd in the Best Companies to Work For in London

2019 Achieves Investors in People silver accreditation

2019 CEO recognised in CEO Today United Kingdom Awards 2019

2022 Acquires SAS Global Group

2022 Acquires Microsoft Gold Partner, Marathon

