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INVESTMENT YEAR: 2016

REALISATION YEAR: 2021

SECTOR: Technology

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).

Building the best

- High Growth Tech Business Award, Thames Valley Tech Awards 2018
- Tech Leadership Team Award, Thames Valley Tech Awards 2019

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

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.

[Read more about talent](#) →

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.

[Read more about M&A](#) →

Southern Communications timeline

1965 Southern Communications founded

2016 Livingbridge invests

2016 Appoints former CEO of TalkTalk joins 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

2021 Livingbridge realises investment

