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INVESTMENT YEAR: 2017

SECTOR: Services

## Project management consultancy

TSA is the leading provider of essential client-side project management and advisory services.

TSA specialises in providing independent project-based services to government and private clients undertaking major capital works projects across a range of infrastructure and social infrastructure sectors including road, rail, healthcare and education.

Headquartered in Sydney and with offices across Australia and New Zealand TSA has the capabilities to support client needs on the largest and most complex projects.

From the start of our journey

150

Employees

to the company today

350

Employees

Building the best

4

Strategic acquisitions

## The right tools for growth

**M&A**



We helped TSA to understand the role M&A could play in their growth journey. With our support the team have completed four strategic partnerships with likeminded firms. Each combination adding skills, clients and know-how.

**Deliver a mergers & acquisitions strategy** →

## Customer acquisition and retention



Together with the team we have invested in account management and marketing capability to help TSA deepen their client relationships.

**Improve customer acquisition & retention** →

## Internationalisation



The partnership with Xigo in 2018 saw TSA establish a physical presence in New Zealand for the first time. The team have ambitions for further international ambition over the medium term.

**Expand internationally** →

## Talent



TSA's people are exceptional and central to the success of the business. With the appointment of a GM People & Culture we've supported management to develop TSA's employee value proposition. We've also invested to build in-house Talent Acquisition resource to ensure TSA can continue to grow.

**Find top talent** →

## Tech enablement



During our investment TSA have updated their entire IT platform. This has transformed the scalability of the business and improved the day-to-day lives of clients and employees.

**Build a technology platform** →

*Livingbridge is an ideal partner for our business. They adopt a partnership approach to investing and have a proven track record supporting high*

*growth people-led businesses. From the first meeting, we felt they would be a natural fit and it was clear they understood our values and ambitions for the business.*

**Andrew Wilson**  
**CEO, TSA Management**

## **TSA Management timeline**

**2001** TSA Management founded

**2014** Opens Melbourne office

**2015** Opens Brisbane office

**2017** Livingbridge invests

**2018** Acquires Xact in Canberra and Xigo in New Zealand

**2019** Acquires Calcutta Group

**2020** Launches TSA Advisory brand



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