

November 2015

Latest News from CSA

CSA supports Calculus Capital on its investment in IPV

Carlton Strategy Advisors has successfully supported private equity fund manager, Calculus Capital, by providing commercial due diligence in connection with its growth capital investment in IPV Ltd.

IPV is based in Cambridge's hi-tech 'Silicon Fen' hub and provides media asset management software to the global broadcast industry. IPV's proprietary software enables News, Media and Sports broadcast production companies to access, store, modify, tag and transfer their content as quickly as possible, significantly improving the efficiency of their processes.



Calculus was attracted to the company as it sits in a high growth, global market, with an established blue chip customer base such as CNN, Sony Entertainment and A+E New York (one of the fastest growing TV cable networks in the US), as well as having market leading, well developed products. Funds will be used to grow the sales team and to expand the international reach which already includes Europe, North America and the Pacific Rim.

The business has grown under the guidance of CEO and Chief Technical Officer, Dave Cole, and he will continue to lead the business, supported by Calculus and the rest of the IPV team.

Richard Moore, an investment director in Calculus Capital, said, "The customer referencing provided by CSA was excellent. A key output of the reporting was in the commentary that CSA was able to provide confirming the strength and nature of IPV's relations with important channel partners and customers in addition to areas of competitive differentiation. We are delighted to have invested in IPV, a company we believe has huge potential."

Dave Cole, the CEO and CTO of IPV, said, "The referencing identified digital media asset management as a global market with strong growth potential, while also highlighting our customers' and channel partners' more specific requirements for IPV's products and services."

IPV is CSA's forth recent transaction supporting Calculus in the wider technology space. Previously, CSA provided full-scope commercial due diligence and customer referencing in connection with the fund manager's investments in AnTech, ActiveOps and Arcis Biotechnology.

People:

Richard Moore, Investment Director, Calculus Capital

Dave Cole, CEO and Chief Technical Officer, IPV

David McClelland, Director, Carlton Strategy Advisors